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GUARDIANS OF THE OCEANS' GATES

CENTRAL NEWS

Perhaps a more interesting picture has been taken of the Panama Canal than that shown above, but, if so, we have not seen it. The three great battleships gliding gently through the still waters of the Canal, amid the tropical grandeur of the mountain region, have a setting in which grim ships of war are seldom seen. One does not associate dreadnoughts with green trees and narrow waters. The rock of Gibraltar and the wild cliffs of Magellan offer a background more in keeping with the stern strength of gray battleships. Yet the future may hold a day when the Panama Canal proves the turning point in America's history, for, joining the Atlantic and the

Pacific, it offers the navy an opportunity for rapid concentration in either ocean. Gibraltar's strength is largely sentimental, but the power of the Panama Canal, while as yet unrealized, is mighty in its potentiality. Over \$400,000,000 is invested in the Canal, and its destruction would be an international calamity. The three battleships seen in the photograph are the *Ohio*, the *Wisconsin* and the *Illinois*, all battleships of the second line. Although they are all among the older ships of the fleet they are still fit for hard service and ready for engagement in the greatest war of all times.

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ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States
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EDITED BY JOHN A. SLEICHER

"Stand by the Flag; In God we trust"

CXXIV THURSDAY, JUNE 21, 1917 NO. 3224

THE TWO GEORGES

BY CHAUNCEY M. DEPEW

GREAT BRITAIN welcomed the entrance of the United States into this war for liberty, humanity and civilization by entwining her flag with the Stars and Stripes over her Houses of Parliament, and in ancient St. Paul's Cathedral the King and Queen rose and sang "The Star Spangled Banner." In the other world, where scales have fallen from the eyes and clear vision prevails, the two Georges—George Washington and George III—must have clasped hands and made the heavenly ether wave with spiritual cheers.

TOO FAR AND TOO FAST

THE American disposition is to carry everything too far. In no other country in the world are there so many foolish fads foolishly followed. Anybody can get up an excitement on any street corner. The soap box orator is the man of the hour, everybody listening to him and too many believing what he says. We go too far and too fast.

Because other nations in the throes of war and with their ports blockaded are on short rations, some of our good friends are trying to make the American people believe that they are facing starvation. In times of stress, we ought to be more thrifty and more economical than usual, but why go to extremes, compelling such a public warning as Chairman Coffin has given to those who are predicting hard times, and as the *Dry Goods Economist* has given to the women of the country who are beginning to tighten their purses too tight.

We shall have enough to eat, to drink and to wear and sufficient to help feed our allies, too, from a harvest of a great country like our own covering every zone, and with the millions of acres being made productive for the first time. We shall not only have enough for ourselves, but also sufficient to help supply the pressing wants of others.

Within the past few months we witnessed a wild scramble to "stock up" with groceries, shoes, dry goods, sugar and all the necessities of life, yet President Babst of the American Sugar Refining Company tells us that the panic prices of many of our commodities are due to the competitive bidding of our allies for our products. Speaking with knowledge of the real situation he says that there will be an abundance of sugar not only for domestic but also for other demands. He tells housewives not to overbuy at high prices. This is good advice in reference to sugar and all other food supplies.

The government is borrowing billions, but all this money will stay at home. It will be used for war purposes. It will keep our workshops busy, our miners employed, our oil producers working to capacity, and it must lead to the same inflation that always results from increased prosperity. Let everybody prudently do his bit to help carry the burden of war, but let none of us feel that we shall go hungry or unclad.

CLEAN LIVING IN OUR CAMPS

WAR and hardship go together. Military discipline means severities bordering at times on the inhuman. War is wasteful, both of material resources and of human life, but it is the part of wisdom to curb this wastefulness as far as possible. In line with this is the suggestion in a letter to *LESLIE'S* from F. W. Seward, general manager of the

Coal Trade Journal, that the government take better care of the choice young men who are being selected for army service. In the Spanish-American war not many of our soldiers were killed in action, but hundreds died and thousands came back home shattered in health because of the privations and excesses of army life. In Texas last summer men in the volunteer service suffered hardships through inability of officers to get supplies which the regular army was able to get without difficulty.

Senator Calder of New York has read to the Senate a "round robin" protest, signed by thirty jackies and marines, against hardships and unsanitary conditions on board the hospital ship *Solace*, which was transporting sick men to a base hospital. The "round robin" claims that men with fever were compelled to carry their own baggage, that drinking water was scarce, that men unable to wash themselves went without for the length of the trip and that blankets used by men with measles, mumps and scarlet fever were distributed indiscriminately without being sterilized. An investigation was made by civilian experts who declared the charges were untrue or exaggerated. We are glad that this was so. Senator Calder, however, deserves praise for his solicitude for the nation's defenders and for giving the Navy Department an opportunity to exonerate itself.

The men who fight for Uncle Sam, at a low rate of pay, ought to enjoy the best of everything and every reasonable safeguard for their physical and moral welfare. Drink and immorality have been the bane of the army camp throughout history. The great European armies took steps to prevent this only after much injury had been done. The appointment of a strong Federal Commission on Training Camp Activities indicates a constructive preventive program on the part of our government at the start. The Y. M. C. A., which has done so much good work at the army camps, is represented on the committee by John R. Mott. An expert community organizer will be placed in every town or city in the neighborhood of every camp to co-ordinate all recreational activities of camp and community.

The Y. M. and Y. W. C. A., the Red Cross and the churches, will all have a part in filling the leisure hours of our troops with clean and healthful diversions.

LET OUR RULERS RULE!

FEDERAL officials have broken up a plot of the I. W. W. at Detroit to tie up the Great Lakes commerce through strikes.

Under the prohibition law of West Virginia its inhabitants are restricted to the importation of one quart of liquor a month.

A bill to prohibit Sunday golfing in North Carolina failed to pass because some representatives insisted on exempting two popular hotel resorts.

While gangsters shoot each other upon the street and daylight robbers escape, the police of New York in one day arrested 400 persons for spitting in public.

The governor of Florida is a clergyman. He says he has been so busy since his election that he has not had time to "say my prayers at night or to read my Bible."

Only three states, Oklahoma, Florida and Virginia, showed an increase in the Socialistic vote for President at the recent election. This vote in the other states fell off about 152,000.

Secretary of War Baker told the House Committee on Military Affairs that he broke many laws after Congress adjourned in order to speed up the manufacture of equipment for our new armies.

Only one-third of the members of the Oregon legislature are native-born sons of that state. More than one-third are lawyers. Only two are manufacturers, one a school teacher and one an editor.

Heads of the labor unions have united in a huge protest to President Wilson against the adoption of national prohibition, assailing the Prohibitionists as "a fanatical and bigoted element of the population."

Second-class mail, for transporting which some Congressmen propose to charge newspapers and other periodicals 4c a pound, is carried 438 miles by the Pennsylvania railroad every day for 1 1/4c a pound.

Public subscription to the stock of the twelve federal farm loan banks organized under the new law took up only 25,000 shares of the value of \$130,000 and left the government to supply the remainder, \$8,870,000.

Rear Admiral Chadwick says that foreign-born women in the United States have twice as many children as the native-born women and that women school teachers are causing young men to become effeminate.

One of the pleas made on behalf of a prisoner serving a life sentence in New York, who was recently pardoned after seven years' imprisonment, was that he had learned the Bible by heart and taught the prison Sunday School.

C. W. Barron writes in his *Boston News Bureau* that Mexico as a country is "not in a state of normal peace, but of normal disorder, for disorder has prevailed more or less for 100 years, except during the reign of Porfirio Diaz."

The \$25,000,000 state capitol at Albany is reported as unsanitary, ill-ventilated and overcrowded in violation of the law, and the newly erected \$10,000,000 state educational hall is also reported as sadly defective in fire escapes.

The law imposing a tax of seven cents per package on liquor imported into prohibition Georgia went into effect in August, 1916. To the end of December more than 300,000 packages of liquor had been shipped into the state and 667 illicit distilleries have been seized.

Let our rulers rule!

THE PLAIN TRUTH

THE ANNOUNCEMENT by Senator Borah of Idaho that he will not be a candidate for re-election next year causes profound regret. A great constitutional lawyer, Mr. Borah is singularly equipped for public service. During these trying times men of his high character, unquestioned courage and rare ability are sorely needed at Washington. It is hoped that the state which has been so highly honored by his faithful service will be able to dissuade him from his purpose. The nation needs Mr. Borah in the Senate now more than ever. An appeal to him on patriotic grounds would, we feel sure, be made not in vain.

WHEN A UNION breaks faith with its own members the cause of organized labor suffers everywhere. The Danbury hatters are about to have their homes sold out because the United Hatters of North America and the American Federation of Labor refused to honor their promises to stand by the local hatters in their boycott of Loewe & Co. and the suit which ensued. At the institution of the suit the Hatters' Union made a written agreement with each defendant to hold them harmless. Later the American Federation pledged "such financial support as may be necessary in the pending contention" and took over the conduct and expense of litigation. When judgment against the hatters was finally affirmed the Federation declared it would do nothing. Later by assessment upon members over \$150,000 was raised, but this was not sufficient to satisfy the judgment. Loewe & Co. at various stages of the litigation expressed willingness to settle on terms that would have been advantageous to the Union, as late as May 1916 offering to give full release to the defendants on receipt of the \$150,000 then reported collected. The Union has refused to make any settlement but has said the defendants would be later indemnified after losing their homes. But having one's home sold over his head is quite a different thing from a promise to hold one harmless from all liability. There is no lesson like that which experience teaches.

ANXIETY was felt on our entrance into the war as to its effect on business and advertising. Fear of a halt in prosperity resulted in a hesitancy throughout the country, a feeling which has been of short duration. It is interesting to note how the fears of men work the same everywhere. In England, as Mr. P. G. A. Smith points out in *Printer's Ink*, the fear and nervousness of the public brought business almost to a standstill in the first few weeks of the war. The more courageous firms went right on advertising as if there were no war, while some cancelled contracts. Then public-spirited men started the cry, "Business as Usual". In a short time the country responded so splendidly that "Business Unusual" became the only fitting motto. English newspapers are now printing all the advertising they can carry, all lines of business "boom," the people have more money to spend than ever before, and firms that had faith in the future are enjoying record prosperity. The experience of Canada is even more valuable for the United States because of similarity of conditions. Canadian business, according to F. L. Blanchard in *Printer's Ink*, was dazed by the suddenness of the war's outbreak, but in a splendid reaction the manufacturing industry in 1916 showed an increase of 43 per cent. over the preceding year. Timid advertisers, who cut down their advertising at the start, have since realized the truth of the warning then given that for every dollar cut off from their advertising appropriation they would have to spend three to regain their former position. A period of greater prosperity than ever lies before the United States. We shall need to economize in foods, not because of scarcity for ourselves but in order to increase the surplus for Europe. If the experience of England and Canada counts for anything, every line of trade will be good. There will be work for all, a bigger volume of business than ever before, and the American habit of spending freely will keep more money in circulation than before the war started.



SOUTHERN VETERANS TAKE THE CAPITAL

Photos Copyright International Film

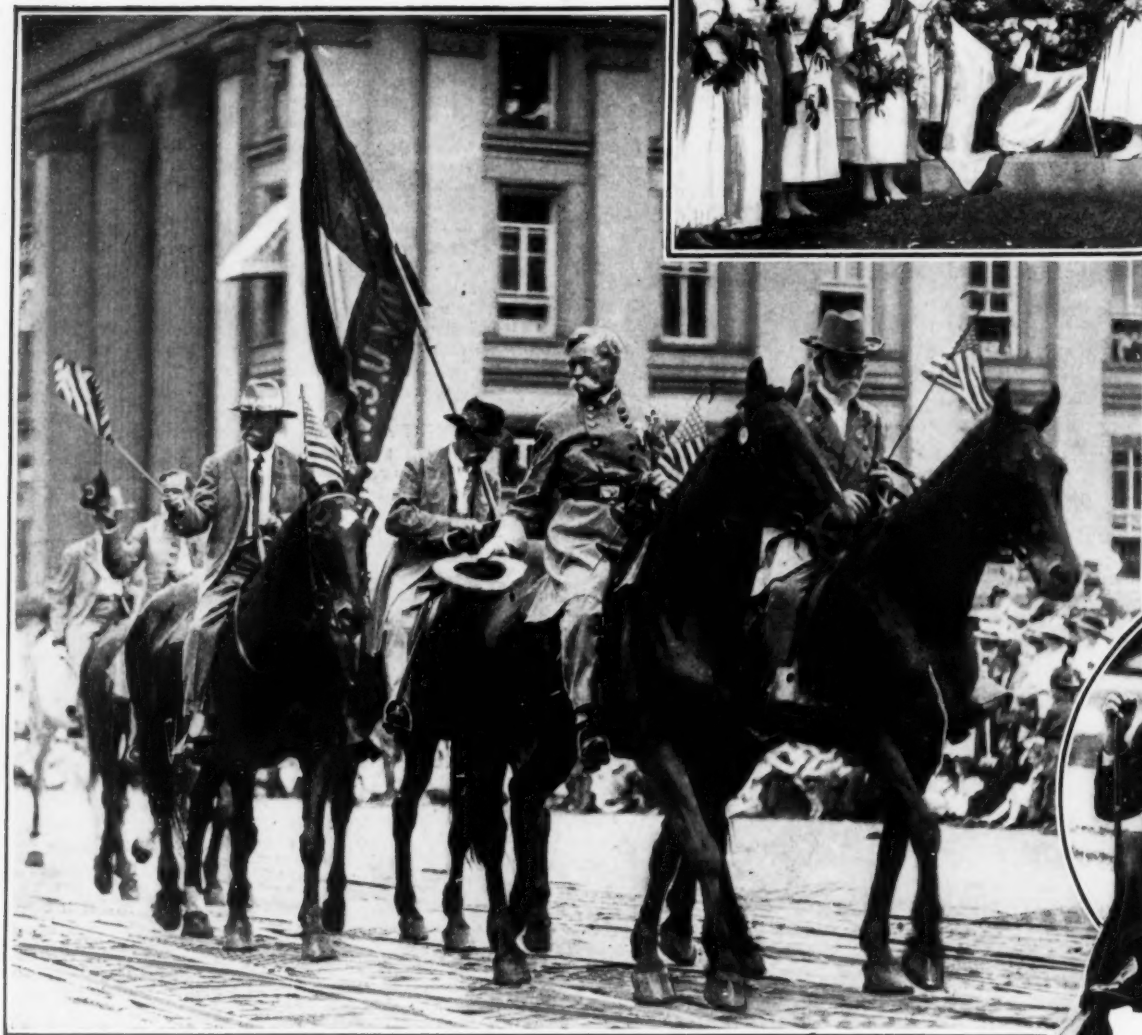
UP PENNSYLVANIA AVENUE AT LAST

For the first time in their history the United Confederate Veterans held their encampment on soil that was the enemy's country in 1861. Ten thousand strong the Confederate veterans gathered at the Nation's capital for their annual reunion the first week in June. Remnants of famous contingents of the Confederate army, Forrest's Cavalry, the Stonewall Brigade and other equally brave units, were in the long line which paraded up Pennsylvania Avenue, under the escort of 2500 men from the training camp at Fort Myer and veterans of the Grand Army of the Republic. The photograph above shows some of the Texas Confederates in line, marching under the flags of the Union, the Confederacy and the Lone Star State.



HONOR TO FALLEN HEROES

Above are shown some of the members of the Daughters of the Confederacy who participated in the memorial exercises at Arlington National Cemetery, the site of the old home of Robert E. Lee, where, in the Confederate Section, the dead of the Southern army lie buried. At the left is the base of the beautiful shaft which was erected through the efforts of the Arlington Confederate Monument Association, a committee of the Daughters of the Confederacy, as a memorial to the fallen comrades of the South who fell in battle.



UNDER THE STARS AND STRIPES, THE FLAG OF A UNITED NATION

For more than two hours President Wilson reviewed the parade of Confederate veterans as they marched up Pennsylvania Avenue, under the leadership of the Confederate generals shown above.

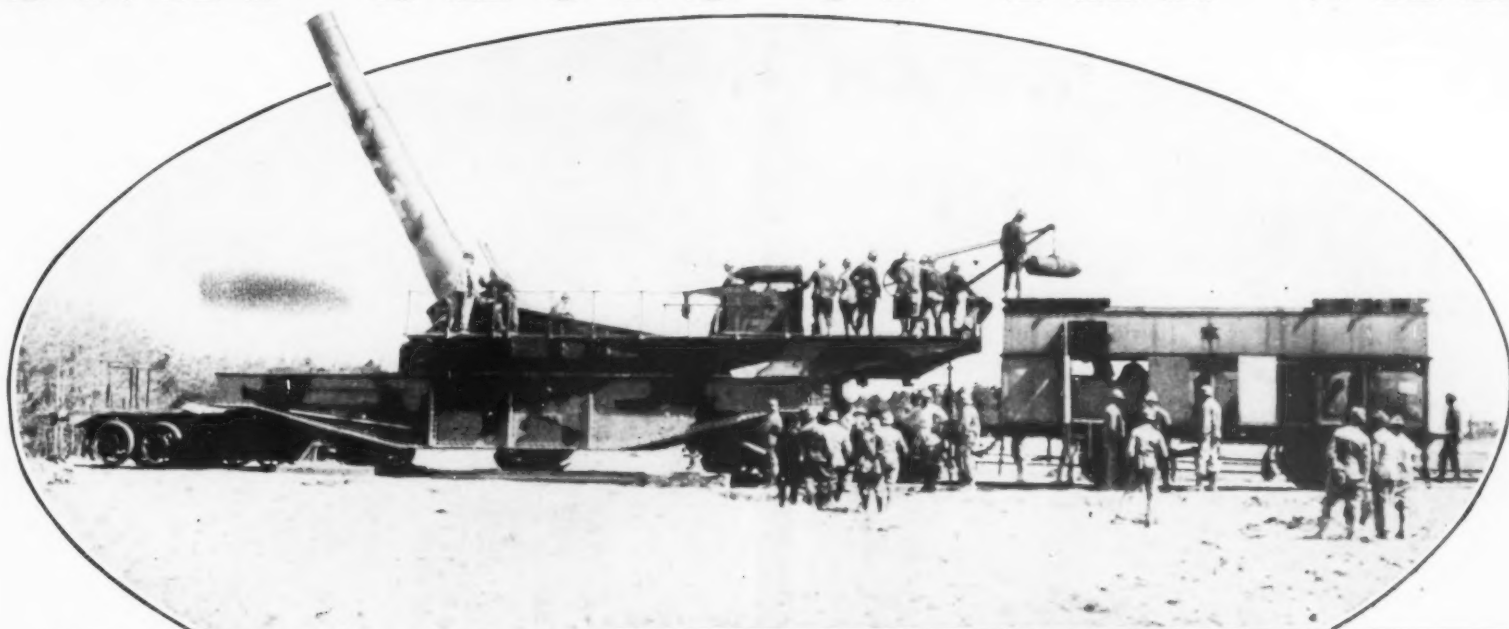
The Stars and Bars of the Confederacy were proudly borne at the head of the procession, and beside the flag of the South waved the Stars and Stripes, the flag of the Union, North and South.



FIGHTING THE WAR ALL OVER

Everywhere were little groups of gray-clad men going over the war again. Sergeant H. Reynolds of the 2nd United States Cavalry and Captain E. F. Fenton, Company C, 14th North Carolina Infantry, spent many happy moments together.

SNAP SHOTS OF THE WAR



KAPPEL AND HERBERT

WAR'S MOST DESTRUCTIVE WEAPON

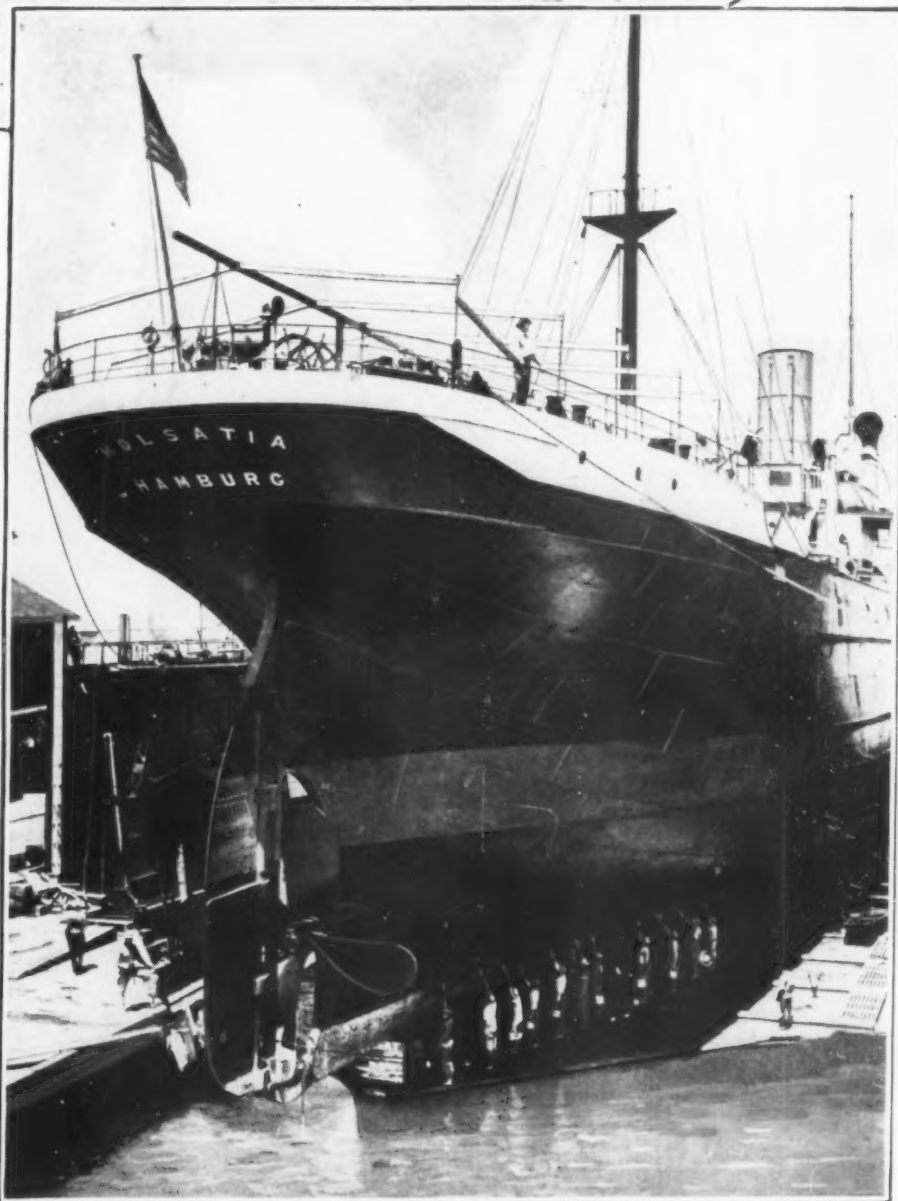
Here is one of the big 400-millimeter or 16-inch guns that have done so much to break up the terrain of northern France in the past months. Mounted on a truck, it is possible to transport these guns by rail and to prepare them for action in a remarkably short time. The wheels of the front axle of the truck shown above have been removed to prevent damage to the axle while firing the gun. When a shell from this gun charged with a high explosive is detonated, it destroys whatever is in its vicinity. Concrete or steel crumbles before its fire as readily as earth or wood.



A SPAHI WITHOUT HIS MOUNT

MULLIGAN

It is customary to picture all Arab or Algerian soldiers with their blooded steeds, but the trench warfare of the western front has given the Allies' cavalry little chance to operate. This member of the spahis or native Algerian cavalry, now a part of the French army, seems, however, to have made himself comfortable in a trench corner. Perhaps he dreams of the day when the German line will break and he and his fellow horsemen will pour through the gap.

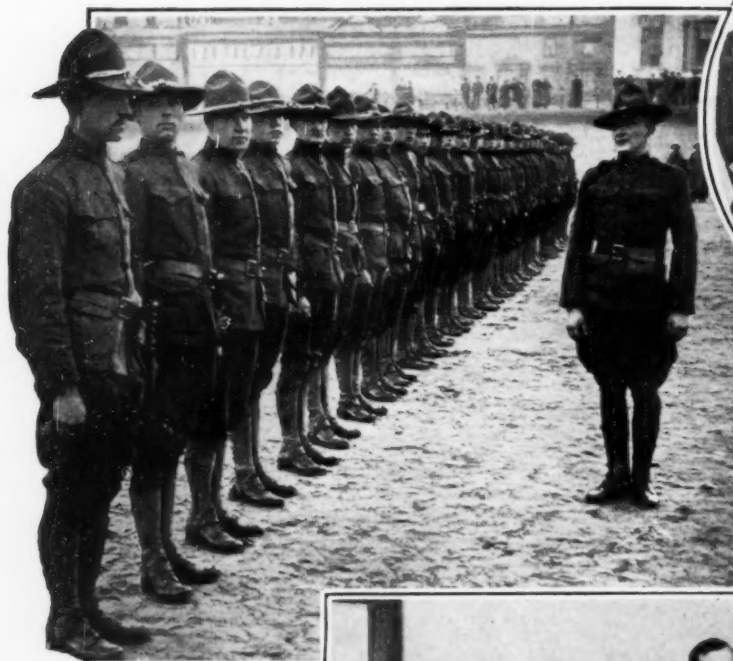


CLEANING A GERMAN LINER

CENTRAL NEWS

Since the day war was declared and the government seized all interned German ships, work has been rushed to make the vessels seaworthy. The machinery of nearly all the ships had been badly damaged by the German crews and many will be in drydock for months. Others are nearly ready to enter the water. Above is shown the stern of the steamship *Holsatia*, on which men are working to clean the hull of barnacles. The German auxiliary cruiser and commerce raider, *Prince Eitel Friedrich*, has been placed in full commission in the United States Navy as the *De Kalb* and has been assigned to duty.

SIDELIGHTS ON THE WAR NEWS



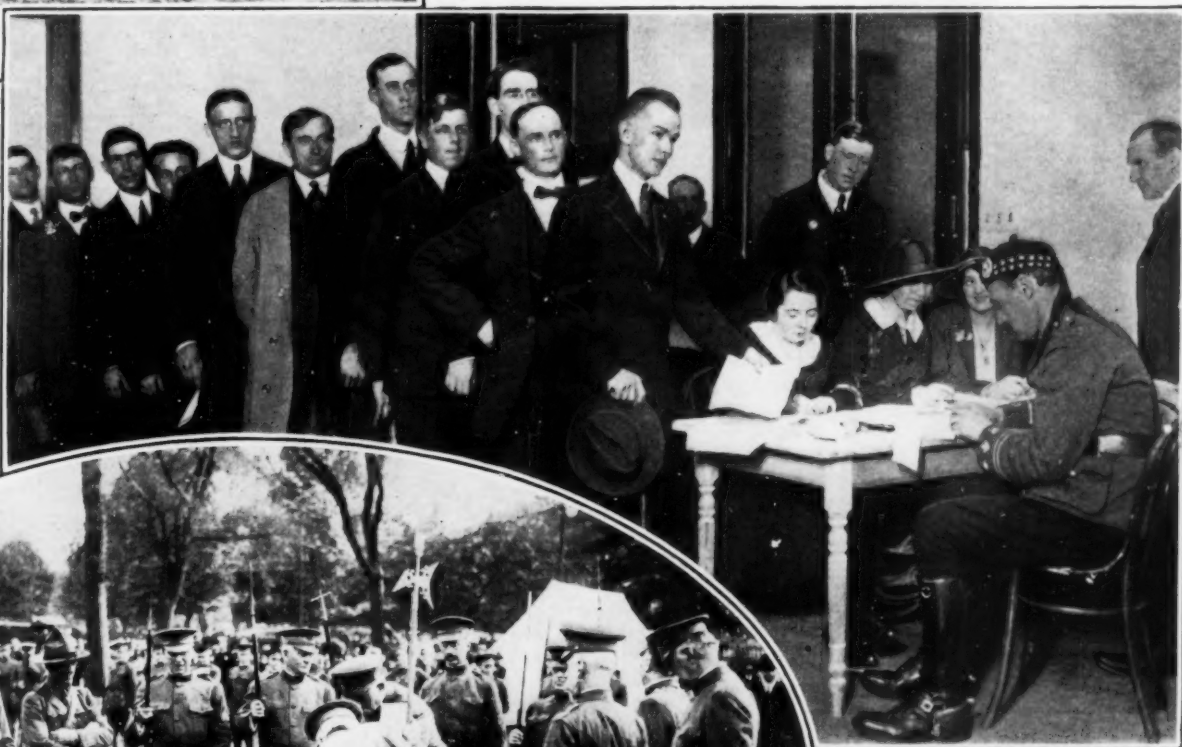
AMERICAN FORCES ON BRITISH SOIL

The photograph above shows a part of the American medical force which, following the arrival of American destroyers in British waters, reached England on its way to the battle front. The unit is composed of nearly 300 men. The picture was taken while the force was drilling at Blackpool. While these men represent the first land forces which the United States has sent to Europe, the arrival of Major-General John J. Pershing and staff at "a British port," on June 8th, marked the first actual entrance of American military forces into the conflict. The American officers were given an ovation.



RECRUITING IN AMERICA FOR THE BRITISH ARMY

British subjects in the United States responded well when recruiting offices for the British army were opened in New York City. Recruiting is in charge of the officers above, who are, from left to right, standing: Second Lieutenant C. J. White, Captain P. F. Sise, Captain J. A. Robertson Durham, Captain G. M. MacSwiney, Lieutenant F. A. Gunter; seated: Major C. D. Murray, Major F. R. I. Athill, Brigadier-General W. A. White, Lieutenant-Colonel C. A. Warren. Lieutenant White is the 18-year-old son of General White. He has had nine months of trench service.



BRITONS IN AMERICA HEAR KING AND COUNTRY'S CALL

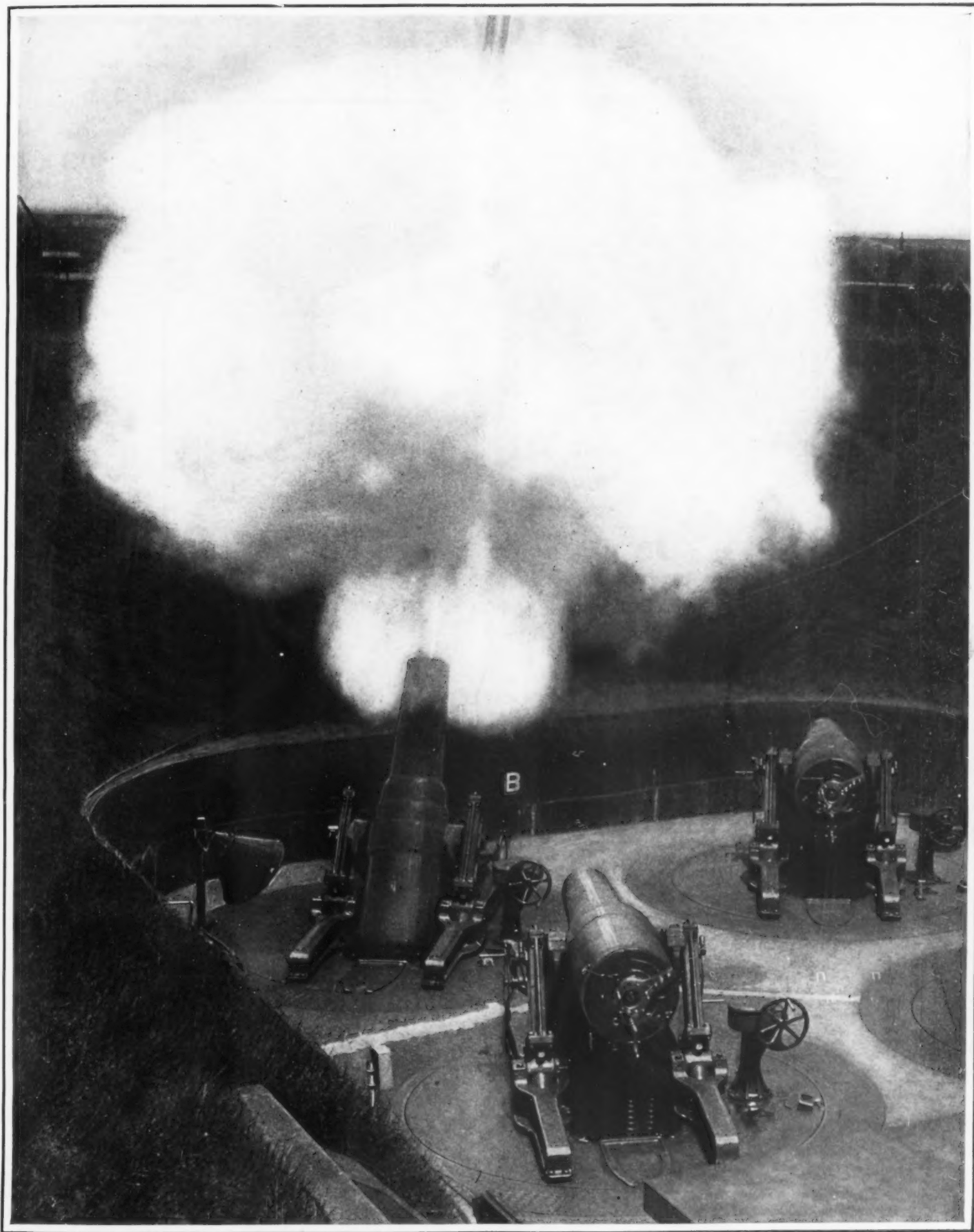
The first man in line when the British army recruiting station opened in New York City was the son of an English father and American mother, who urged the claims of their respective countries upon the recruit. A toss of a coin finally lost a soldier for England and gained one for America, but within the first few days a steady stream of applicants had brought the British recruiting total up to nearly a thousand. Many of the recruits were butlers and footmen, but there were individuals from every walk of life. One who signed up was Jack Binns, the heroic wireless operator who, in 1909, stayed at his post on the sinking *Republic* until help came, just in the nick of time. In the line of waiting men above are two street-car men who have left their places to fight for England.



BOSTON'S HISTORIC ARTILLERY COMPANY HOLDS ITS ANNUAL REVIEW

The oldest regularly organized military company in America, the Ancient and Honourable Artillery Company, of Boston, dating from 1637, held its annual election of officers recently on Boston Common, where it was reviewed by Governor McCall. The voting is still done on the bass

drum, as it was in the days when the company was armed with halberds. The company, modeled after the Honourable Artillery of London, was a purely military organization, composed of Boston's leading citizens and always ready for call. Of late its functions have been largely social.



MAKING NAVAL ATTACK DIFFICULT

COURTESY UNDERWOOD & UNDERWOOD

The great 16-inch guns and the 12-inch mortars distributed at strategic points along the Atlantic seaboard are the main protection of the country against attack from a hostile fleet. The unusual picture above shows a battery of mortars in action. Note the projectile which is seen several feet from the muzzle of a mortar speeding on its mission of destruction. The picture was taken on the occasion of recent tests of new high explosive shells at an Atlantic coast forti-

fication. Mortars are fired at high elevations, varying between 45° and 65° . They often throw a shell to a height of four or five miles and the intention of the gunners is to place the 1,000-pound high-explosive projectile on the deck of the attacking battleship. The greater the elevation the more effective the mortar fire, for effectiveness is measured by striking energy. The deck of a battleship offers poor protection against an accurately placed shell.

A WEEK OF THE WAR

BY HENRY FARRAND GRIFFIN

THE DIPLOMATIC AND POLITICAL SIDE

RUSSIA still holds the center of the politico-diplomatic stage. Inasmuch as a decisive defeat of Germany and the hope of an early peace largely depend upon the outcome in Russia, the situation there deserves more attention than most Americans have been giving it.

The best and quickest way to understand what is happening in Russia is to reread your history of the French Revolution. The internal situation is almost precisely parallel. For the French royalists, substitute the pro-German reactionaries of the Czar's court; for the French moderates like Lafayette, substitute the Russian liberals like Milukoff; for the Jacobin clubs that brought on the Reign of Terror, substitute the Russian Council of Workmen and Soldiers. Were it not for the difference in the international situation, there is little doubt that the Russian Revolution would run the same course as the French Revolution, and it would probably end similarly in the emergence of some leader strong enough to restore internal order through the establishment of a military despotism.

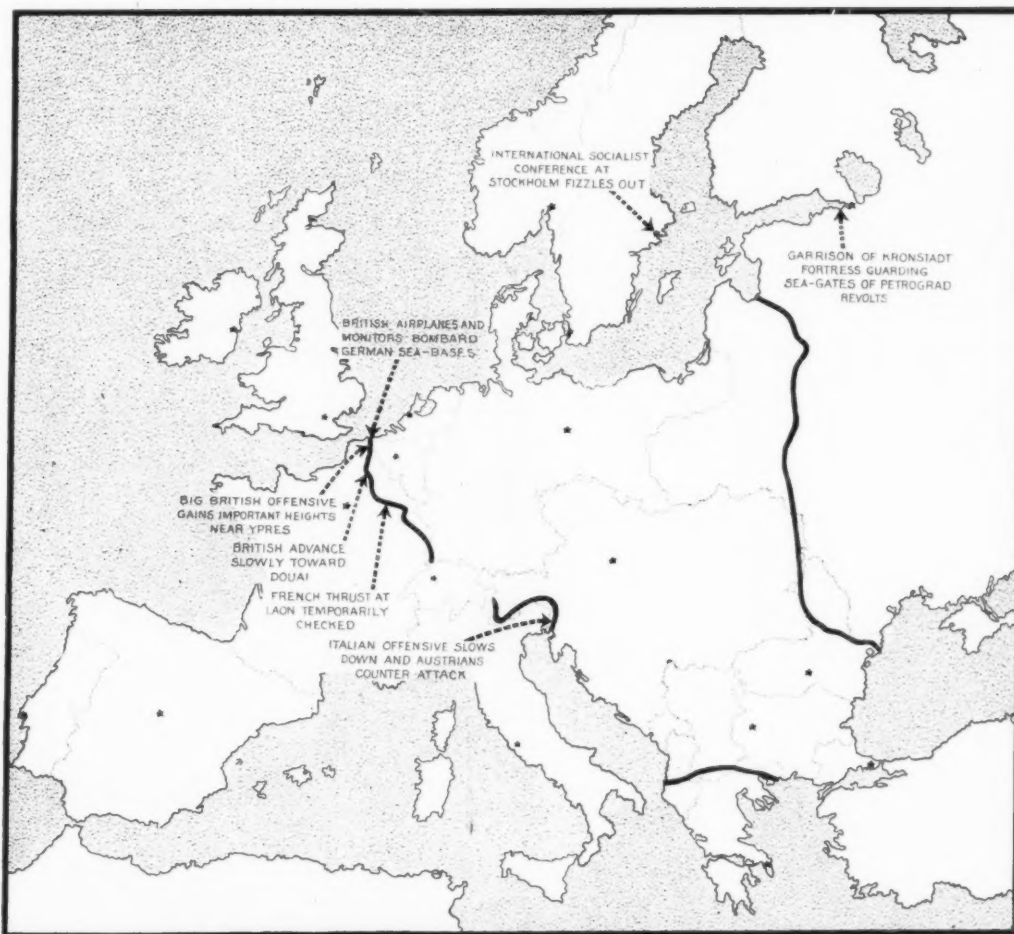
It seems doubtful if anything but the influence of the American and British democracies can save the Russian people from this fate. The American commission was due to arrive in Petrograd at the most critical time, when anarchy threatened and the garrison of Kronstadt, the fortress guarding the sea gates of Petrograd, was in open revolt against the Provisional Government, and seemed unwilling even to obey the orders of the Council of Workmen and Soldiers. What Mr. Root and the American commission could do to help in bringing order out of chaos remained to be seen.

THE so-called International Socialist Peace Conference at Stockholm seems to have accomplished little, probably because of its suspected pro-German bias. It should be remembered, however, that plans are under way for a second Stockholm conference called by the Russian Radicals.

THE SOCIALISTS AT STOCKHOLM There seems to be much confusion and a considerable difference of opinion between the Russian, British and French Socialists, as to this second conference, its objects, the subjects to be discussed and the countries to be represented. If Socialists from enemy countries are to be invited, it is by no means certain that the British and French Socialists will be willing to attend even if permitted to do so by their governments. There is talk also of a London conference of Socialist representatives from Russia and the Allies.

The danger that the American, British and French governments have to consider in taking too firm a stand in opposition to these Socialist conferences proposed by the Russian Radicals is that such action may strengthen the hands of the pro-German, peace-at-any-price element in the Council of Workmen and Soldiers.

It is a serious mistake to think that Russia might as well have made a separate peace with Germany as to cease all military effort against the enemy, as in effect she has. A separate Russian peace would be a far more serious matter. It would release many more German troops for the western front, but, much worse, it would in a large



RECENT ACTIVITIES ON THE EUROPEAN FRONTS

The center of military interest was recently along the British and Italian battle-lines, while comparative inactivity marked the eastern fronts. Most of the peace talk was limited to the Socialists and Radicals in Petrograd and Stockholm.

measure nullify the effects of the British blockade by giving Germany access to great stores of food, metals and petroleum products—the very things she needs most.

THERE is reason to believe that the Russian Provisional government for some time hesitated to make public President Wilson's note outlining America's war aims. The note was presented in Petrograd by Ambassador Francis on May 26th, but the news that it had been made public was not announced from Washington until June 9th.

PRESIDENT WILSON'S NOTE TO RUSSIA

Doubtless the more moderate members of the Provisional government are in entire agreement with the position taken by the President, but in the present tense situation they may have feared the effect of his unmistakable rejection of the Russian radicals' pet slogan "No Annexations and No Indemnities."

The difficulty is, of course, that however much the Russian Provisional government may desire to meet the Allied governments' views, the real power in Russia lies today in the hands of the irresponsible Council of Workmen and Soldiers.

THE menace of the German submarine campaign seems somewhat lessened, but it is still serious enough. The British Admiralty's report for June 3rd shows the smallest losses for any week since March 11th. Between the weeks ending March 4th and June 3rd inclusive, the British losses total 286 ships of over 1,600 tons burthen. Taking the average, tonnage per ship at 3,500, a conservative estimate, this means a total loss for the 14 weeks of approximately 1,000,000 tons. This means, in turn, that the annual loss would be 3,700,000 tons for the British merchant marine alone, figuring only ships of over 1,600 tons and excluding all losses of French, American and neutral shipping.

THE SUBMARINE MENACE. From these figures it can be readily seen that even the recent improvement in the submarine situation still left much to be accomplished.

seaplanes. Ostend, Zeebrugge and Bruges, with their important naval establishments and railroad junctions, were bombed by airplanes and the coast fortifications were actively bombarded by British monitors.

There seemed to be considerable question as to the ulterior motive of this British attack from the Ypres sector. The elimination of a dangerous salient might be regarded as a sufficient object in itself. There was also the possibility, as a result of the capture of the heights near Wytschaete and Messines, of an advance across the flat country north of the Lys River, with a threat to the German sea-bases from the rear.

IT should be remembered, however, that the original plan of the combined Franco-British attacks, begun after the great German retreat from Bapaume and Péronne, unquestionably contemplated alternate hammering toward the German bases at Douai and Laon, with the object of forcing the enemy out of the salient between these two points and back to his next line along the Franco-Belgian frontier.

The French advance on Laon was checked after initial progress, and there followed a period of inactivity, by some ascribed to lack of reserves for a long continued offensive, by others to reorganization incident to the recent changes in the French higher command.

The British continued to make some progress toward their objective, Douai, but their advance was slow and bitterly contested, as the recent fierce fighting of the Canadians near Lens bore witness.

Now it seemed possible that the British, meeting such determined resistance before Lens and Douai, determined to hit out from the Ypres sector, where any considerable advance would be a dangerous threat not only to Lens and Douai but to the important German base at Lille as well. Any further British advance from the Ypres sector would probably develop the situation more clearly.

(Continued on page 789)

THE IMPORTANT MILITARY DEVELOPMENTS

FROM the southern side of the Ypres salient, the British on June 7th scored the most important advance since the beginning of the Battle of Arras. Intensified artillery fire, trench raiding and airplane fighting along the Ypres sector had given the Germans fair warning of a coming offensive, but they seem to have been fairly swept off their feet by the sudden vigor of the attack.

In the first drive the British gained possession of important heights near Wytschaete and Messines, and were able to consolidate the positions won in the face of fruitless German counter-attacks. The net result was the practical elimination of the Ypres salient, long a menace to the British

FOR some time previous to the British attack their naval and airplane forces had been concentrating their attention on the German sea-bases in Belgium, which are veritable fortresses' nests of raiding submarines and

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A GROUP of notable Americans, all self-made but one, were patting themselves on the back. Each was telling how poor he was at the start, how hard he worked—and, well, here he was today, something very big that had grown from nothing.

The one man of wealthy parentage listened politely to the recital. Then he blurted out: "You fellows worked because you had to. It was a case with you of work or starve. I didn't need to do a stroke of work unless I wanted to. As you know, my family had money. But I have worked just as hard as any of you, not from necessity, but from choice. You had no alternative. I had."

William A. Gaston, head of New England's largest financial institution, was not the man who said this. But he might have been. Instead of selecting the primrose path of ease, he chose to enter the lists and win his own spurs. Instead of contenting himself with being an onlooker, he decided to become a doer.

He has succeeded. Colonel Gaston has won recognition and high place, not in one line of endeavor, but in three—and the end is not yet. He first distinguished himself as a lawyer; then as a business man and corporation executive; later as a banker and financier. He has also rendered salutary service in civic and political life, and his intimates prophesy that he is destined to make his mark as a statesman.

There is none of the proverbial Bostonian haughtiness about "Billy" Gaston. He is democratic not only in politics, but in person. John L. Sullivan is just as real a friend as Theodore Roosevelt, his second at Harvard when young Gaston, in a memorable fight, won the middleweight boxing championship of his university in days when boxing meant hard fighting.

A brief account of this incident in Gaston's student days will convey very clearly the kind of stuff of which he is made.

Harvard then had a middleweight boxer, Ramon Guiteras, who could lick all comers. It began to be rumored on the campus, however, that a dark horse was training with a view to entering the ring against the mighty "Guit." The students wondered who the audacious aspirant could be. When the eventful day came it was Billy Gaston who stepped into the ring, with Teddy Roosevelt as his second. An authoritative account of the battle says:

"On the night of the bout, the old Harvard 'gym' was packed with students. They were perched along the rafters, hanging from cross-beams, clinging to window frames, dangling on the vaulting horses and the traveling rings. On the floor of the building there was barely room for the ring; a dense, hoarse-throated mob of surging enthusiastic, yelling students filled every nook and corner.

"The fight was to last for three rounds of ten minutes each. There was no milk-and-water boxing in Harvard in 1879; hard hitting and lots of it marked the fistic battles of those days, and the boxers, when they staggered panting to their corners, dripped sweat and blood; sparring for points was by common consent and desire barred; fighters went after a knock-out and usually gave it or got it. Those were the halcyon days; the golden age of the glove.

"Seconded by a man who was later to become President of the United States, Gaston fought Guiteras three rounds, both contestants coming out flushed and panting at the end of each. For thirty minutes they sparred, fought, hammered, countered; it was a grueling struggle, a contest of pluck and endurance waged amid excitement and confusion. Six hundred students—partisans all—stamped and yelled and roared; but when the third round ended, Guiteras threw up the sponge and surrendered the glory of his championship to his conqueror."

Nearly all successful business men possess fighting qualities. Commodore Vanderbilt was a fighter. Harriman, Hill and Morgan were fighters. Men who aspire to do big things must have daring, must have courage, must have self-confidence. They must be prepared to accept risks. They must exhibit boldness when others show timidity.

Gaston's valor did not forsake him when he left college. He carried it with him into his business life. And New England once had reason to be grateful that he did. During the 1907 panic, when industrial foundations became as quicksand and the strongest of enterprises became shaky, William A. Gaston stepped to the front and fought to check the débâcle. It will be recalled that hundreds of banks throughout the country began a scramble for gold, while business men were harshly ordered to pay off loans, and influential city financial institutions acted panicky, hoarding their specie like misers and dunning borrowers to pay up instantly at any cost.

Gaston had not been many months in the banking business when this occurred. But the courage he showed in his college days and later at the bar and in business again distinguished his conduct. Instead of following the stampede, he adopted the historic policy pursued by the Bank of England in times of grave crises and used his resources freely, encouraging others to meet the panic with confidence.

Many New England institutions looked to the National Shawmut Bank, the largest in the New England field, for a cue as to what course should be followed. Some of the bank's directors urged that self-preservation was the first law of finance as of life and that the institution should look out for number one and "the devil take the hindmost."

MEN WHO ARE MAKING AMERICA

COLONEL WILLIAM A. GASTON,
FOREMOST FINANCIAL FIGURE
IN NEW ENGLAND AND A
LEADER IN THE NEW SCHOOL
OF BANKERS

BY B. C. FORBES

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COLONEL WILLIAM A. GASTON

A New England lawyer, born of old New England stock, who has made a reputation as a courageous, straightforward patriot, a man who has proved a success at the bar, as the reorganizer of Boston's great traction system and as a banker at the head of one of the country's greatest financial institutions.

President Gaston had larger and less cowardly ideas of banking and of his responsibilities. On November 15, when the demoralization was at its height, he sent out the following letter to every bank in the country having relations with the Shawmut, counselling calmness, courage and financial boldness:

"Dear Sir:—In the period of such stringency of the money market as we are now experiencing, it is of the ut-

most importance that the banks shall renew, so far as it lies in their power, the notes which may be maturing of merchants and manufacturers and others who are worthy of credit.

"In many cases it is utterly impossible for perfectly solvent business houses, either to borrow new money or to collect their receivables, which ordinarily are paid, or to sell their merchandise, and if they are forced unnecessarily by the banks to pay their notes, bankruptcy or receivership is sure to follow.

"In order to restore business affairs to a normal state, a general liquidation of business must take place. This, we believe, every merchant is attempting to do to the extent of his ability, but the banks and trust companies must, in our opinion, do their share by extending maturing notes in whole or in part. The fewer the number of solvent merchants who are forced to pay their debts where it means hardship, the fewer the failures, and consequently, the sooner a restoration of confidence and a normal condition of the money market will ensue.

"We therefore urge you, as far as is in your power, to help the serious mercantile situation in this way.

"Very truly yours,

William A. Gaston

I emphasize this incident because such conduct was rare rather than common in those dark days. I mention it because this action is characteristic of Gaston. I dwell upon it because the service he then rendered industrial and financial New England cannot be measured in dollars. In these current days we are learning to appreciate personal valor; another testing-time has come and we are willing to doff our hats to those who conspicuously manifest this quality.

Blood will tell, they say. If so, Gaston's moral and physical strength and courage are entirely logical. His ancestors were Huguenots who migrated to Scotland and Ireland, underwent troubles and travails, but never lost their independent strain. Rather than submit to indignities, they crossed the Atlantic, then wide and perilous, and settled at Killingly, Connecticut, where his father was born. His mother was one of the famous Beecher family, noted for their seafaring exploits and, in another branch, for their religious and scholarly attainments. The father of the present head of the family was a man of note. An eminent lawyer, he became Mayor of Roxbury, where he lived when William Alexander was born. Later he became mayor of Boston, state representative, state senator, and, finally, governor of Massachusetts in 1875, being the first Democratic governor after the war.

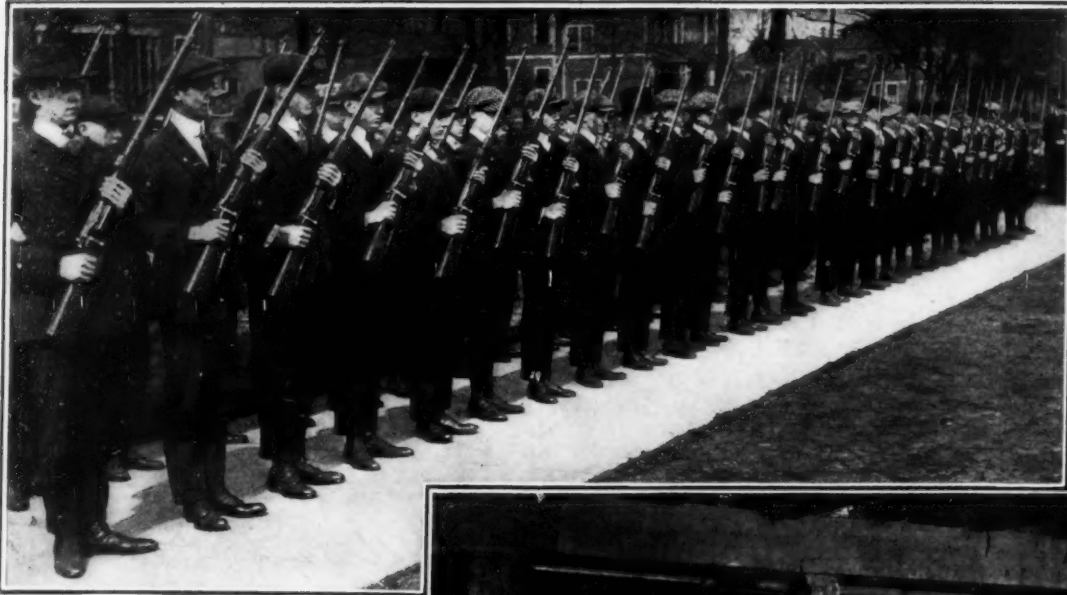
Little "Billy," reared in such surroundings, was more inclined to be very dignified. He was not sent to public school, but was taught privately, and this did not tend to draw out his latent boyishness. Indeed, he was so decorous, so serious, so grown-up in his deportment that he was nicknamed "The Judge."

At the Roxbury Latin School he developed into a manly fellow, well liked by his co-students, who elected him captain of their school regiment. When seventeen he entered Harvard. Here he developed virile qualities. He was more noted for his athletic ability and versatility than for his scholarship. He preferred the open air to open books. Yet he had sufficient brains to carry him through his classes creditably, and he graduated A. B. in 1880. This Harvard class has since become famous; it included such men as Theodore Roosevelt; Robert Bacon, later to become a partner in J. P. Morgan & Company and ambassador to France; Robert Winsor, head of the great banking house of Kidder, Peabody & Company; Josiah Quincy, and Richard L. Saltonstall, later to become one of Mr. Gaston's partners. These were close companions, who have remained so to this day.

As became "The Judge," he entered the Harvard Law School and was admitted to the bar when twenty-four. His education was rounded out by a long tour through Europe. On his return his father's law partner, C. L. B. Whitney, retired and young Gaston at once took up legal work. As his father's firm was nearly always engaged on one side or the other of important suits, young Gaston had opportunity for the exercise of his talent without having to undergo the long, dreary wait experienced by most beginner lawyers.

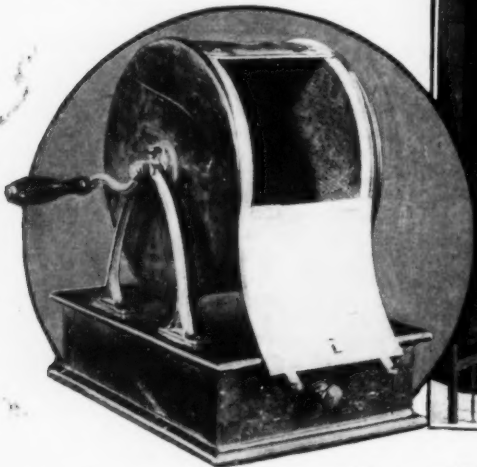
He first began to show his worth in arguments before juries; but his grasp of business problems developed so markedly that important corporation cases were turned over to him. The acute depression of 1893 brought many business troubles, and the courts for several years had their hands full. Young Gaston distinguished himself by his business sense, his aptitude for straightening out financial tangles, his ability in aiding reconstruction and rehabilitation of weakened enterprises. J. Ogden Armour recently remarked to me that business must nowadays be done with a lawyer and a chemist; in those days a lawyer was a very necessary adjunct to most corporations.

(Continued on page 776)



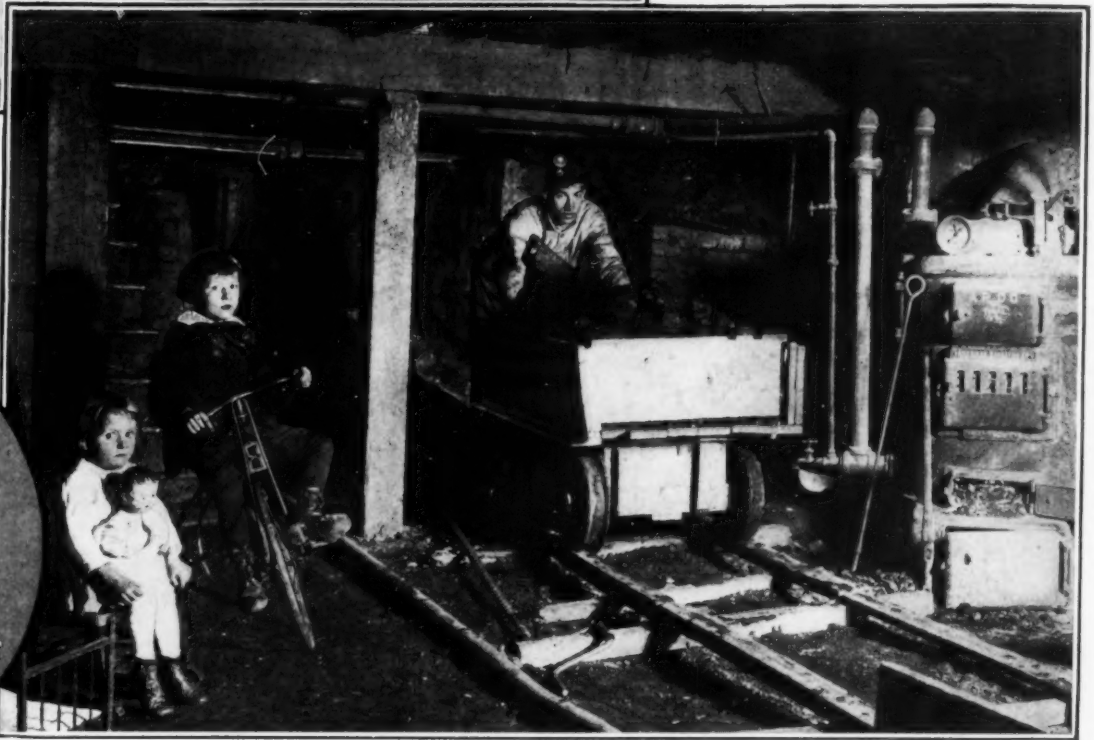
CHICAGO BOYS DRILLING

Chicago boasts the largest secondary school cadet corps in the land. More than 3,000 students are drilling, with several thousand on the waiting list. Soon 15,000 volunteers may be drilling in the city's 20 schools. Captain E. Z. Steever, U. S. A., is the father of the high-school training system. The Chicago cadets are under charge of Lieutenant J. L. Frink and 12 army sergeants.



A NEW JOB FOR THE JURY WHEEL

When names are drawn for the new army of 500,000 men taken from the 10,000,000 who registered on June 5th, the selections may be made by use of the jury wheel. The names of all eligible men in the district having been placed in the machine, slips will be drawn until the quota is secured.



CUTTING OUT THE MIDDLEMAN

The coal mine shown above is in the cellar of a three-story house occupied by Henry M. Bandy, a lawyer of Norton, Virginia. Norton is a thriving mining town, 2,500 feet above sea level. Mr. Bandy lives in the town's exclusive section, the Terrace, and his property is 150 by 300 feet. Mr. Bandy hires a miner to dig the coal for him at a cost of thirty cents a ton. In an eight-hour day this miner can

stack up fifteen tons of coal. The cellar contains a deep vein of bituminous coal of high calorific value and there seems to be no limit to it. The furnace is in full operation, as can be seen by the indicator on the dial, which shows the hot water at a temperature of 78 degrees. The children use the cellar and mine as a playground now; before long they will be big enough to swing picks there.



WASHINGTON AT CARLISLE

When the Carlisle Indian School held its 38th commencement, late in May, the exercises embraced a pageant of the Revolutionary days. One group of students impersonated members

of the Continental Congress. The group shown above is composed of Indian boys dressed to represent Washington, members of his staff and a detail of Continental soldiers.

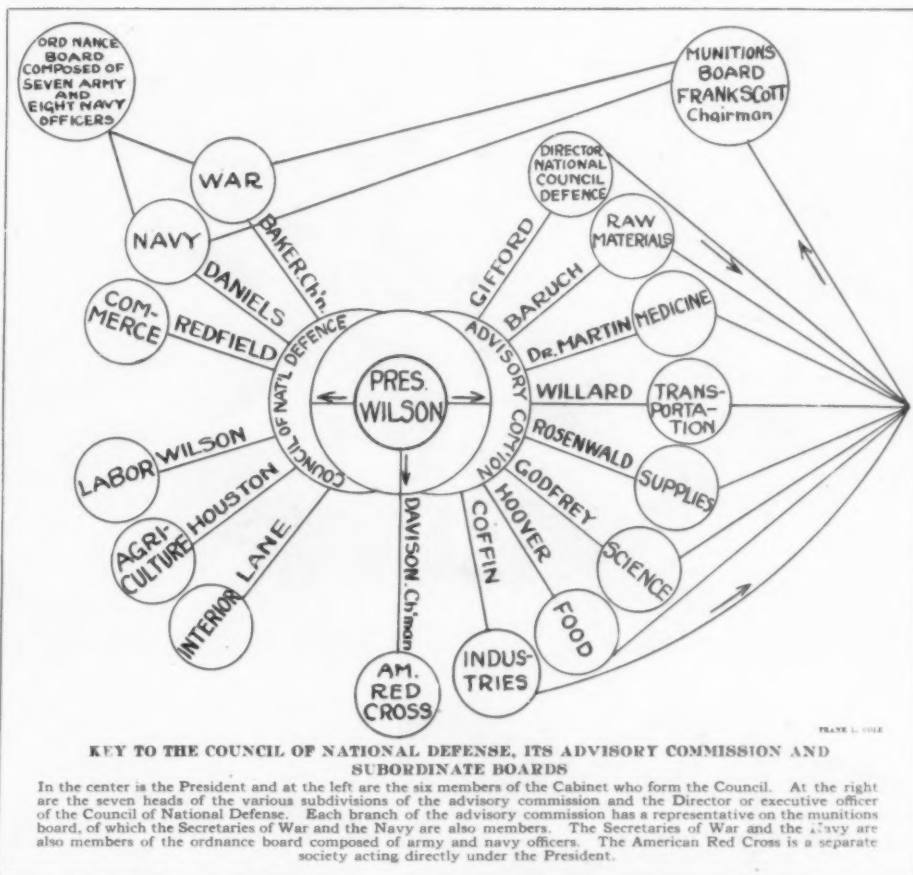
RUNNING THE WAR BY COMMISSION

BY WILLIAM H. CRAWFORD

WHAT is the Council of National Defense? What are its objects? Is it accomplishing its limit of usefulness to the government? Would its utility be increased if it had positive authority, rather than advisory powers alone?

In order to understand the power and scope of the National Council of Defense, it is necessary to know something of its history and organization. On April 29th, 1916, a bill was passed by Congress authorizing its establishment. Its proposed purpose was, "for the coordination of industries and resources, for the national security and welfare." * * * Its duties were defined as "to supervise and direct investigations and make recommendations to the President, and the heads of executive departments, as to the location of railroads with reference to the frontier of the United States, so as to render possible expeditious concentration of troops and supplies to points of defense." * * * The coordination of industrial and military purposes, in the location of extensive highways and branch lines of railroads. * * * The utilization of waterways. * * * The mobilization of military and naval resources for defense. * * * The increase of domestic production, of articles and materials, essential to the support of armies and of the people, during the interruption of foreign commerce. * * * The development of seagoing transportation, data as to amounts, location, method and means of production, and availability of military supplies. * * * The giving of information to producers and manufacturers as to the class of supplies needed by military and other services of the government. The requirement relating thereto, and the creation of relations which will render possible in time of need the immediate concentration and utilization of the resources of the nation."

President Wilson in discussing the object of the National



The organization of the Council likewise opened up new and direct channels of communication and cooperation between business and scientific men, and all departments of the Government, and it is hoped that it will in addition become a rallying point for civic bodies working for the national defense. * * * It is empowered to establish at once and maintain through subordinate bodies of specially qualified persons an auxiliary organization composed of men of the best creative and administrative capacity, capable of mobilizing to the utmost the resources

conflicts between the various government departments, the allied governments of Europe, and the general industry of the nation by asserting, according to their obvious needs, priorities and preferences for particular kinds of manufacture, among the various agencies seeking to make contracts; third, by consultation with those in particular industries, to stimulate increase of facilities, and cost of production of needed supplies; fourth, by consultation and advice, to induce manufacturers engaged in the production of things which can be dispensed with to apply their plants and energies to the production of urgently needed things.

"But for some such agency as this, competition between the several Government departments and the purchasing agents of the allied governments would enhance prices and disorder our industrial system, while the things urgently and instantly needed by particular agencies of the Government in the war would be delayed in their production, and the national security imperiled."

The Council of National Defense is composed of the Secretary of War, the Secretary of the Navy, the Secretary of the Interior, the Secretary of Agriculture, the Secretary of Commerce and the Secretary of Labor.

In keeping with the authorization of Congress, the President appointed an advisory commission, composed of Daniel Willard, Howard E. Coffin, Julius Rosenwald, Bernard M. Baruch, Daniel Willard, Dr. Edward H. Martin, Dr. Hollis Godfrey, Howard Coffin, and W. S. Gifford. Seated, Secretaries Houston, Daniels, Baker, Lane and Wilson. Secretary Redfield, the sixth member of the Council, is absent.

Each of these men is especially versed in a specific subject, that enables him to bring to the government expert knowledge of his particular field. Mr. Willard was made chairman of the advisory commission, Mr. W. S. Gifford director of the National

(Continued on page 785)



THE COUNCIL OF NATIONAL DEFENSE AND ITS ADVISORY COMMISSION

The Council consists of six Cabinet officers. Upon its recommendation, the President appoints an advisory commission of seven men. Various subordinate bodies are created for specializing in the industrial, commercial and national needs of the Government. The results are formulated into advice for the consideration of the Council, but so far as action is concerned it is taken by the several Cabinet officers within the limits

of their various departmental organizations. The men shown above are, left to right, standing members of the advisory commission: Grosvenor B. Clarkson, secretary; Julius Rosenwald, Bernard M. Baruch, Daniel Willard, Dr. Edward H. Martin, Dr. Hollis Godfrey, Howard Coffin, and W. S. Gifford. Seated, Secretaries Houston, Daniels, Baker, Lane and Wilson. Secretary Redfield, the sixth member of the Council, is absent.

Council of Defense has said: "The whole industrial mechanism must be organized in the most effective way. Upon this conception of the national welfare, the Council is organized, in the words of the act, for 'the creation of relations which will render possible in time of need the immediate concentration and utilization of the resources of the nation.'

of the country. The personnel of the Council's advisory members appointed without regard to party marks the entrance of the non-partisan engineer and professional man into American governmental affairs on a wider scale than ever before. It is responsive to the increased demand for and need of business organization in public matters, and

seat at the board. Each of these men is especially versed in a specific subject, that enables him to bring to the government expert knowledge of his particular field. Mr. Willard was made chairman of the advisory commission, Mr. W. S. Gifford director of the National

MAKING AMERICA'S OFFICERS

SLOW BUT SAFE PROGRESS

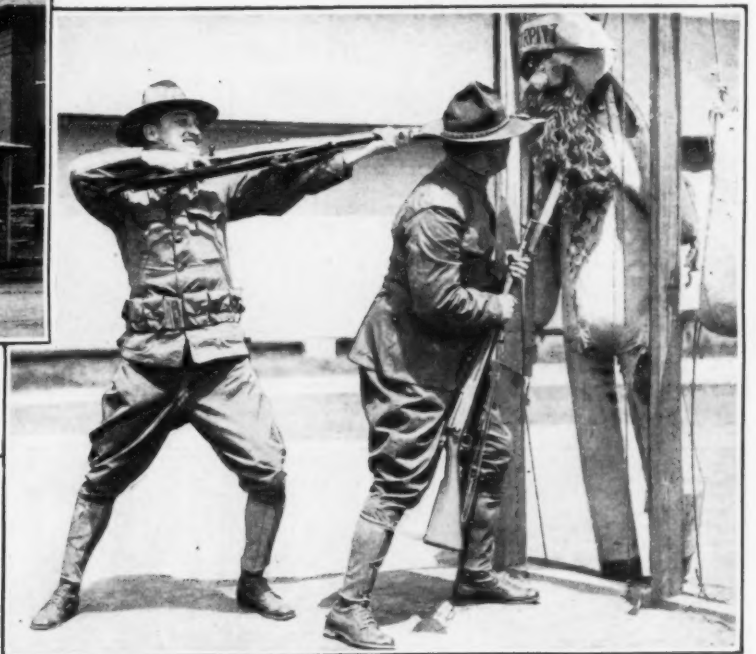
Modern warfare with its sudden and wholesale death demands that soldiers be exposed to fire as little as possible. Therefore the recruits at the officers' training camps receive full instruction in the use of cover and methods of protecting themselves and their men from unnecessary exposure to gun fire. Large bodies of men are often used in offensive operations in the open under conditions that give them protection that would astound soldiers of a few years ago. The recruits at the right are being schooled in field combat work and the picture shows them changing position without exposing themselves by rising. Often a long line will make rapid progress by crawling or by each man lying on his left side and pushing himself forward with the right foot.



A CLUB FOR SOLDIERS

Y. M. C. A. PUBLICITY BUREAU

The building shown above is one of 200 that the Y. M. C. A. plans to build at the various training camps. This building was erected at the Plattsburg camp, but others like it have been erected at all the officers' camps. It will accommodate 500 men. General officers of the army look upon the work of the Y. M. C. A. as of primary importance in building the Army's morale.



PURDY ILLUSTRATING SERVICE

THE LAST OF VON TIRPITZ

The two recruits at the officers' training camp at Plattsburg shown above appear to take very kindly to the manual of the bayonet. The soldier at the left apparently enjoys the thrust he is delivering at the admiral's Adam's apple, buried somewhere beneath the ample supply of whiskers. The man at the right is giving the father of submarine warfare a little close uppercut work that must be exceedingly disagreeable to the recipient.



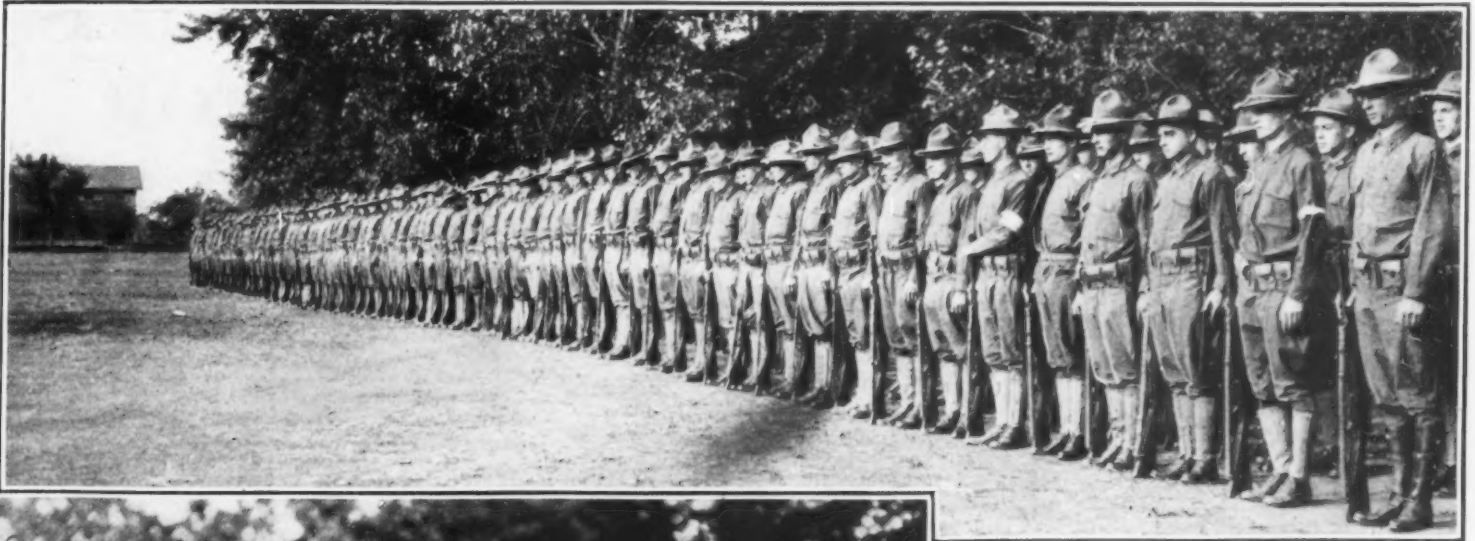
MORE WORK FOR THE DOCTOR

GEORGE HARR

The recruits are not doing all the work at the training camps, for the army doctors are kept busy inoculating the men against disease. For several weeks after entering camp recruits are given close attention to protect them against the many illnesses that in the past have added greatly to army mortality. The men at the left, however, seem to enjoy their visit to the doctor at Fort Niagara.

THE CAMP AT FORT RILEY

BY JAMES H. HARE, STAFF PHOTOGRAPHER FOR LESLIE'S



"ATTENTION!"

Already the long company lines which lately were so "ragged" have the appearance of lines of regulars. Mistakes are still made, however, as is shown by the sixth man from the right, whose slowness in executing the order was caught by the camera.



CLEANING RIFLES

The rifle is the most important piece of the soldier's equipment and the men at Fort Riley, Kansas, like those at all the other training camps, are receiving full and constant instruction not only in the use of their weapons, but also in the care of them as well, for upon these men will fall the responsibility of keeping the new army's arms in condition.

KEEPING IN SHAPE

In addition to regular drill work, the army regulations prescribe that the men shall take special training in the form of "setting up" exercises and calisthenics. This work adds to the soldier's military carriage and serves to loosen up the muscles.



GIVING RETREAT "A PUNCH"

At evening parade when the band ceases playing, retreat is sounded by the field music and following the last note and while the flag is being lowered the band plays the "Star Spangled Banner."



**THE FIRST STEP IS MAKING THE RIFLE BARREL**

At the Government arsenal at Springfield, Mass., Uncle Sam's men are working night and day to furnish rifles for the new army of 625,000 men. Eleven processes transform the raw steel into the rifle barrels which the man in the picture above is shaping in the big machine before him.

**RIFLING THE BARREL**

The operation shown above grooves the rifling into the barrel, which gives the bullet the rotatory motion and insures the accuracy of the gun. These shallow spiral grooves increase the range and penetration of the bullet.

RIFLES FOR AMERICA'S ARMY

EXCLUSIVE PHOTOGRAPHS FOR LESLIE'S
BY KADEL AND HERBERT

**INSPECTING THE BARRELS**

Before the finished barrels are passed on to the assembling department they are carefully inspected so that any imperfect piece of work may be detected and thrown aside before the process of manufacture goes further. In the cases standing about the room shown above are thousands of completed rifle barrels.

**GROOVING STOCKS FOR THE BARRELS**

In another part of the arsenal the wooden parts of the rifles are being sawed and shaped. When they reach the man shown above he grooves the stocks so that the barrels can be fitted.

**READY FOR THE MEN OF AMERICA**

When the gun is completed and adjusted, this man gives it a final thorough examination to make certain that every detail is perfect. The rifles are then boxed and shipped to distribution points to be issued to America's new army.

**ADJUSTING THE SIGHTS**

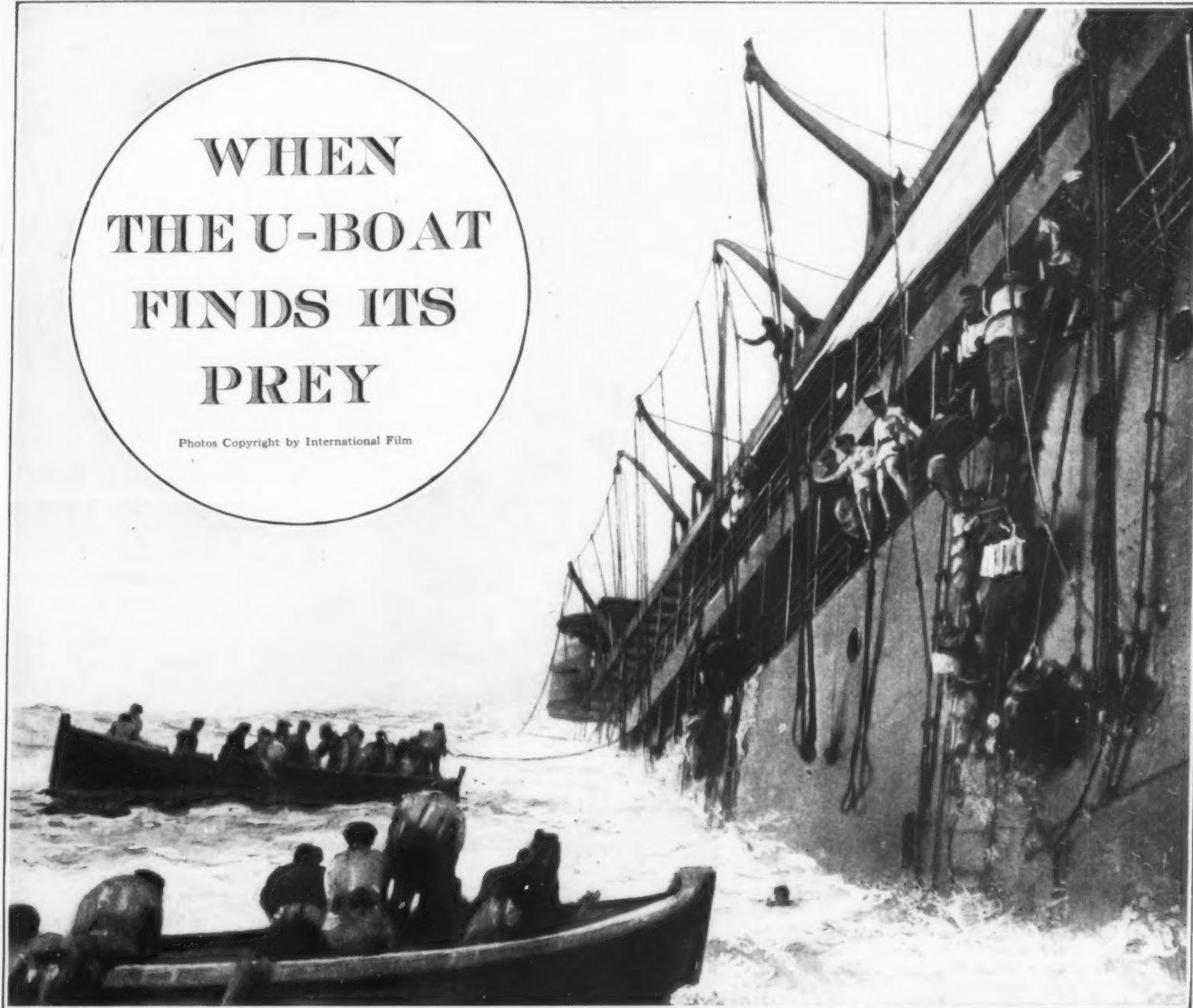
It takes years of experience and thorough familiarity with rifles to train experts, such as these men are, who can adjust sights accurately. The smallest variation in the adjustment of the sights will make a vast difference in the likelihood of the bullet reaching the target.

**DOING MUCH AT ONE OPERATION**

While many machines are making the rifle, this machine shapes, grooves, and sharpens the bayonet, an important part of the weapon.

WHEN THE U-BOAT FINDS ITS PREY

Photos Copyright by International Film



TWO SCORE DIE WHEN TORPEDOED FRENCH LINER SINKS IN A HEAVY SEA

The two extraordinary pictures on this page were taken by a survivor from the French ship *Sontay*, torpedoed, April 10th, in the Mediterranean Sea, a hundred miles from shore. While the reports stated that the *Sontay* was a liner, there is reason to believe it was a troop-ship, conveying men to the front, from Marseilles to Saloniki. The photograph shows the scramble for the life-boats during the four minutes between the torpedo's explosion and the headlong dive of the ship, which carried to the bottom 45 of the 344 people on board. Two life-boats are at

the left. Between the prow of the nearer small boat and the sinking ship can be seen the head of a man who has jumped overboard. Others, with life-belts buckled around them, hang on the rail, ready to jump at the last moment. One man is on the upper deck, ready to leap. The picture attests the courage and faithfulness of Captain Mages, seen at the right on the edge of the ship, directing the work of the life-boats. He refused to leave until all others had had a chance to leave, and went down with his ship, shouting "Vive la France!"



A THRILLING PANORAMA OF RESCUE FROM A SINKING SHIP BY A FRENCH GUNBOAT

In the wide expanse of sea, shown above, can be seen wreckage from the destroyed ship and survivors battling with the waves, hoping that their strength will last until help arrives. The black object at the left is a raft, on which some survivors held themselves until the arrival of

the French gunboat, seen on the horizon. No more striking pictures of the torpedoing of a ship and rescue of unfortunate sailors have ever appeared. They present graphically the work of destruction of the German submarine and bear testimony to the bravery of the French.

"The GOLD STANDARD of VALUES"

Reo "Six" Roadster (4-Passenger)

You must order several weeks in advance to obtain one of these Reo Six Roadsters.

That epitomizes the condition—that, in the fewest words proves the popularity of this Roadster model.

Compare this Reo with any other "chummy" roadster you'll see at any price, and say if you find one of more artistic lines; of more comfortable arrangement; or more elegant finish and appointments.

Seating arrangement has proven ideal for the purpose.

We Reo Folk were the originators we believe, of this particular model—this seating arrangement.

Driver's seat is placed well in advance of passengers' seat and, is the most comfortable seat in the car.

And rightly too, since this is *per se*, an Owner-Driven Car.

The wide rear seat accommodates two, comfortably, and without interfering with the driver.

Then, on occasion there's the auxiliary seat for the fourth passenger. This folds neatly under the cowl when not needed.

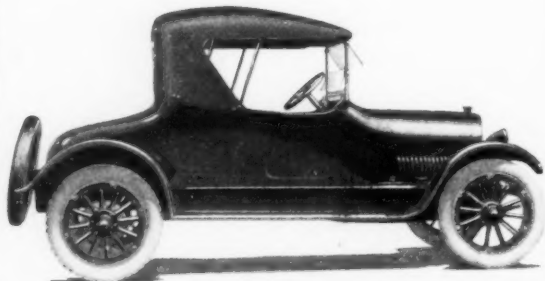
Capacious compartments—one behind the driver's seat, the other under the "Turtle Back," accommodate small bags, wraps, robes, etc., and several large suit cases.

So this Reo Six Roadster is ideal for long cross-country—or cross-continental—tours, as well as for shorter trips and business uses.

We underestimated very greatly the demand for this model, with the result that the factory has been unable to cope with the condition.

They will come faster from now on, however, and if your order is in your Reo dealer's hands at once he can promise you a reasonably early delivery.

But don't delay—we cannot hope to supply the full demand. Only those who order first. Tardy buyers will surely be disappointed.



Reo "Six" Roadster
(4 Passenger)
\$1250

The New REO SIX (7 Passenger Touring Car)



\$1250

Tremendous Demand

NOTHING WE COULD SAY—no words of praise we might shower upon our own product—could prove so conclusively the splendid value this new Reo Six represents as that fact, patent to all buyers—a demand almost hopelessly in excess of the factory output.

AN ALL-SEASON DEMAND—no apparent let-up winter or summer. Reos know no "off season."

AN ALL-CONDITIONS DEMAND—for changed business conditions seem to have no effect on the steady call for Reos—all Reo models. Fours and Sixes—"Speed Wagons" and Motor Trucks.

TWO MONTHS AGO, just after the United States had declared war and there was a momentary pause while the prudent took stock of conditions past, present and future—a time when some makers felt a perceptible slowing up of orders;—

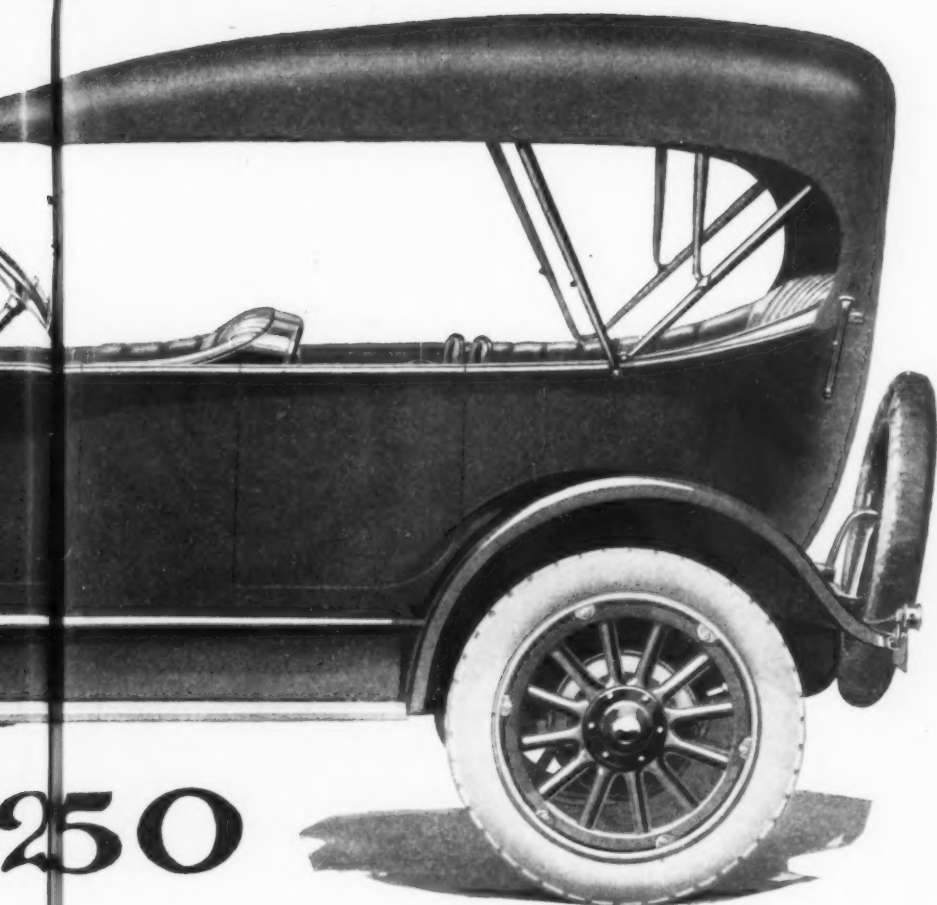
WE AT LANSING felt instead a very perceptible increase—a greater demand than ever before, for Reos—all Reo models.

THE BIGGEST MONTH in Reo history was May, 1917. And the current month will eclipse that.

ON JUNE FIRST there were on hand orders for immediate shipment as follows: Reo Automobiles, 5,180; Reo Motor Trucks, 1,160.

REO MOTOR CAR CO.
LANSING, MICH.

All prices are f.o.b. Factory, Lansing, Mich. and subject to change.



and Proves Reo Value

THAT'S THE TEST; when buyers generally hesitate and finally select with more than ordinary care and discrimination, they select Reos.

THAT'S WHEN QUALITY WINS—and that's when "The Gold Standard of Values" gets the call.

AND RIGHT NOW—well, this is mid-season, of course. We always expect a tremendous demand at this time. But at this writing we lack words to properly express the condition that confronts us—demand almost hopelessly in excess of factory capacity.

IT'S BAFFLING—this over demand that is, at the same time, the pride and the despair of the manufacturer who has set quality considerations above that of mere volume.

IT'S THE REWARD—the rich reward—of that consistent Reo policy—the policy and the principle established at the very inception of Reo and unswervingly adhered to through the years.

"NOT THE MOST—BUT THE BEST"—that was and is and shall continue to be, the Reo watchword.

DOES IT PAY? The Reo order books are the answer.

IT DOES PAY—and pays splendidly in a business that is safe, sure and perpetual. Time but adds to the security—changing conditions but prove its stability

REO COMPANY
MICHIGAN

subject to increase without notice

"The GOLD STANDARD of VALUES"

The New Reo "Six" Sedan (7-Passenger)

This Six Sedan has proven one of the most popular Reos we ever designed.

It has supplanted cars of twice the price, our dealers tell us.

It is of the popular Springfield type—made under the original patents, so it combines all the desirable features of that type with several others developed by the Reo designers.

Made the Reo way it combines stability with beauty—luxuriousness with low up-keep.

This latest Sedan model is the result of the most careful re-designing and refining and strengthening and improving of the original.

Staggard doors—one on the left side for the driver; one on right in tonneau for the other occupants.

This is the latest idea in Sedan design; makes for greater strength; eliminates tendency to develop squeaks; leaves more room for passengers.

Deliveries began June 1st—of this latest model. Demand is still greatly in excess of the factory output.

Your order should be in your Reo Distributor's hands at once if you desire an early delivery.

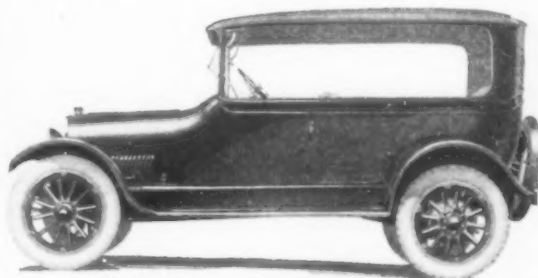
This is an all-season car—equally adaptable to Summer as to Winter; to the rainy weather of Spring and the alternating cold and warm days of Autumn.

Ideal for touring *en famille*—if you desire a luxurious, clean, enjoyable ride at the end of which the ladies of the party may go directly to the hotel dining room without a preliminary hour of dusting and cleaning and changing.

The vogue of the Sedan is growing. It is the ideal car in many ways.

This Reo Six Sedan is the most luxurious equipage we Reo Folk have ever turned out. We are frankly proud of our creation.

If you haven't seen and ridden in this Reo, you have something yet to learn of pleasurable motoring.



The New Reo "Six" Sedan
(In "Fair Weather" Form)
\$1950

MEN WHO ARE MAKING AMERICA

(Continued from page 767)



There's a delicious freshness to the flavor of

Coca-Cola

suggestive of a glorious spring morning on the links—the cool, crisp air—the long stretch of green—the exhilarating thrill of a corking drive that clears the hazards and shoots straight down the middle of the course.

Demand the genuine by full name—nicknames encourage substitution.
THE COCA-COLA CO., ATLANTA, GA.

Lift Corns out with Fingers



A few drops of Freezone applied directly upon a tender, aching corn stops the soreness at once and soon the entire corn or callus loosens and can be lifted off with the fingers without even a twinge of pain.

Freezone

Removes hard corns, soft corns, also corns between the toes and hardened calluses. Does not irritate or inflame the surrounding skin or tissue. You feel no pain when applying it or afterward.

Women! Keep a small bottle of Freezone on your dresser and never let a corn ache twice.

Small bottles can be had at any drug store in the U. S. or Canada

THE EDWARD WESLEY CO., Cincinnati, Ohio

A Look Backward—A Close-Up View of the Present—And a Vision of the Future

"Story of the Automobile"

By H. L. BARBER

Economist and Financial Writer

Author "Making Money Make Money," etc.

Everyone who manufactures, buys, sells, invents, invests, professional and salaried people, car owners, read this story of invention, early struggles, rapid development, salesmanship of the highest type—the fortunes that have been made and are to be made in the automobile industry. Contains chapter by EDWARD G. WESTLAKE, foremost writer on automobile topics, another chapter by BUSINESS BOURSE, New York—interesting from start to finish.

Get This Book 250 pages, illustrated with Charts and Comparative Tables, lists all makes of cars and prices, bound in Cloth, stamped in Gold, 8vo., \$1.50 at all leading booksellers, trade supplied by A. C. McClurg & Co., Chicago; Baker & Taylor Co., New York and other leading wholesalers. Ask your bookseller, or mailed direct upon receipt of \$1.50.

A. J. MUNSON & CO., Publishers
Dept. C4, 20 W. Jackson Blvd., Chicago

Lend Me Three Feet of Floor Space for Thirty Days

I'll Cut Your Ice Bills

ORDER a beautiful White Frost Refrigerator on a month's trial. I'll show you a real quality refrigerator—one that holds the temperature without eating its head off in ice. The only round white enamel refrigerator on earth. Revolving shelves save room inside and out, move-easy casters, cork cushion doors, noiseless and air-tight. Steel walls insulated with granulated cork, crystal glass water cooler, easy to fill. Sell direct to you—no middlemen. I pay freight—quick shipments. Easy terms—\$6.50 brings a White Frost at once, balance pay as you use. Write today for catalog. H. L. SMITH, Pres.

WHITE FROST REFRIGERATOR CO.
Dept. O-9 Jackson, Michigan

White Frost
SANITARY
Refrigerator

Boston at that time was suffering from demoralization of its traction facilities. The service was wretched, the public was up in arms, labor was rebellious and the spectre of bankruptcy was seen looming in the distance. The directors brought their troubles to Gaston. They got from him not only legal advice, but workable suggestions regarding the administration and the financial difficulties confronting them. The Boston West End Railroad then (1896) consisted of a series of separate companies, and consolidation into one central corporation was decided upon as the only feasible course. Legislative opposition, however, sprang up and everything became hopelessly muddled.

One night William A. Gaston was called out of bed by a committee of stockholders. They appealed to him as a public-spirited citizen to sacrifice his lucrative practice, at least temporarily, and seize the helm before the threatened total wreck occurred. Gaston was a lawyer as was his father before him. He had already won a high place in his profession and he had no desire to change the course of his career. He realized, however, that a big job had to be done and that it would take both hard work and courage to do it. Probably the sporting side of the proposition appealed to his disposition. Here was a chance for a battle which would be worth waging on behalf of his city and its people.

Gaston accepted. He at once assumed duty as active manager and reorganizer of the local traction companies. The different disconnected roads, involving a multiplicity of fares, were organized into one large, integrated enterprise, the Boston Elevated System, despite bitter political opposition. The service was improved and longer rides were granted for a nickel, thus satisfying the public. The installation of sound business methods strengthened the financial position, thus winning the gratitude of the stockholders.

But Gaston's handling of the labor problem revealed most clearly his statesmanship. Not only did he raise wages to the maximum then current in the United States, but he introduced among the "L" employees a workmen's compensation measure ten years before any legislation was passed on this subject. The companies' benefit societies, which had become disorganized, were put on their feet. An insurance system was instituted. Arrangements satisfactory to both the men and the management were made for the handling of promotions.

The era of trusts set in shortly after President McKinley's election in 1896 and was in flood tide during the years Mr. Gaston rehabilitated Boston's street and elevated railway systems. The task involved the spending of many millions of dollars, the letting of numerous contracts, the purchase of great quantities of material, etc. Under the code of ethics prevalent in the late 90's and the early years of the new century, it was considered entirely permissible for corporation directors and heads to form little companies or firms which were allowed to earn enormous profits from dealings with the larger enterprises dominated by those owning these side-lines. This form of graft was looked upon as reasonable, as the legitimate way to do things, an assumption that was directly responsible for most of the troubles which later overtook Big Business in America.

Gaston refused point-blank to countenance any such slim-flamming. All contracts were advertised and awarded in the open. Not only did he scorn to participate in profits illegitimately filched from the Boston Elevated, but he saw to it that no one else took advantage of the company. There would be nothing creditable about taking such a stand at this time of day. But his insistence on such methods more than fifteen years ago called for a good deal of independence and self-assertion. Having spent nearly five crowded years in this work (from 1897 to 1901) he handed over the management of the property to others, conscious

that he had finished the job he undertook.

The third chapter in Mr. Gaston's career opened in 1902, when he became Democratic candidate for Governor. He had a pardonable ambition to fill the office once held by his father, but Massachusetts had become so inveterately Republican that the Democrats had allowed their organization to become dilapidated. As the result of the poll was always a foregone conclusion, the Democratic candidacy was looked upon as rather an empty honor. Gaston, with all his versatility, with all his forensic forcefulness before a jury, with all his grasp of public problems, did not prove a captivating political spellbinder. He was urged to make all sorts of fair promises and to hold out high-sounding expectations, but he preferred to be judged by his performances. He was as careful in his political utterances as if he had been drawing up a legal contract.

That he went too far in this respect was recognized by everyone but himself. He adhered over-closely to his refusal to win votes by glib, catchy promises. For example, when his opponent, John L. Bates, demanded to know whether Colonel Gaston would sign an eight-hour-day bill if elected Governor, the latter, although a believer in such legislation, replied: "I do not think I am justified in saying what, or what I will not, do if I become Governor. As a candidate for Governor, I have my past record as an employer of labor, controller of financial interests and a business man that will indicate just how I will probably act in any given case in the event of becoming Governor. In any case, if the people cannot trust me on this record, they will probably not believe me if I promise this for the sake of getting their votes. As a matter of fact, I could not do otherwise than believe in the 8-hour day. I remember when I was only ten years old the meetings of the original 8-Hour League, which Wendell Phillips, Senator George Frisbie Hoar, George E. McNeil and my father organized about 1869 or '70. If the economic condition of this country at that time was such that my father and Senator Hoar were convinced of the wisdom of an 8-hour day, I certainly would not be reactionary enough to oppose such a measure now. I have always believed, and do today, that the 8-hour day on public work, which will lead the way to the adoption of a general 8-hour day, is right and must eventually come."

Gaston, of course, was defeated, but he polled 160,000 votes against considerably less than 200,000 received by his opponent, a showing that testified to his standing in the Commonwealth, for in the previous election the Democratic gubernatorial candidate polled fewer than 115,000 votes. In the following year he again put up a fair, plucky fight. While his activities had not won place for himself, they had resurrected and reinvigorated the Democratic party's organizations throughout the State to such effect that in 1904 a Democrat, William L. Douglas, of shoe-manufacturing fame, was elected. In that year Mr. Gaston was a delegate-at-large to the National Democratic Convention. He had been nominated as a candidate for the United States Senate against Senator Lodge, but, owing to conditions which arose, he withdrew from the field.

Although he has run for no political office since then, Colonel Gaston's friends are hopeful that he can be induced to enter the arena by and by, less for any honor or advantage to himself than for the sake of New England.

It may be recollected that in the Spring of 1907 there were ominous financial rumblings. Security values declined silently but alarmingly. Far-sighted financiers accepted the warning and pulled in sail. There had been enormous industrial and commercial growth, involving a corresponding expansion in bank credit. The situation contained ugly elements. Colonel Gaston had returned to the practice of law in 1904 and

(Continued on page 780)

SAVE THE FRUIT CROP

**We said this LAST YEAR—
We say it again**

This is a year for thrift and service. We must feed not only our own people, but also millions in Europe. The frightful waste of fruit is a national reproach. Help stop this unpardonable extravagance. The fruit we waste would feed Belgium.

THE United States Government urges preserving as a home duty. Preserved fruits are energizing and nourishing. They vary your menus. They reduce the cost of your table.

America's canning and preserving industries are models for the world. Their products are pure, appetizing and wholesome. Support them.

If you preserve at home, put up more fruit than ever before. Get jars and glasses, bottles and crocks ready to save the fruit crop. Put away dried vegetables. The American housewife who practices thrift places herself in the ranks of those who serve their country.

You can show your thrift in no more convincing way than by combating the national tendency to squander this country's wonderful fruit crop. Whether you buy preserved fruits from your grocer or preserve at home you perform a service to your own family and to the Nation.

American Sugar Refining Company



"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown

Domino Granulated Sugar is sold in convenient-sized bags and cartons

The increased cost of preserving because of the higher price of sugar is less than the increased cost of most other foods

Westinghouse

SMALL MOTORS, FANS, ELECTRIC WARE FOR THE HOME

Your Unseen Servant

He comes at your bidding, but you do not see him.

You turn a switch or put a plug in a socket, and instantly he is at work.

He lights your lamps, cooks your meals, washes and irons your clothes, sweeps your rooms, gives you a breeze on hot summer nights, freezes your ice-cream, warms your bed, heats the baby's milk, runs your sewing-machine, polishes your silver, grinds your knives, transports you to your office and carries you up or down in the elevator.

He works for small wages and is at your service twenty-four hours a day.

But you would not have this universal servant—at an expense anyone can afford—except for the work of many engineers who have made possible the economic generation of electric current and provided the means of turning that current into light, heat and power.

When you use your Westinghouse Electric Iron or Toaster-Stove or Sew-Motor, you owe the lightening of your household tasks not alone to these appliances but to many other types of electrical apparatus in the origination and perfection of which Westinghouse engineers have played a leading part.

These include the turbo-generators in the power-house miles away, that generate the electricity, and the switchboards, meters, transformers, rectifiers, regulators and more that make possible the control, distribution and use of this great force.

And Westinghouse engineering has been accompanied at every step by complete manufacturing facilities and high manufacturing standards.

Thus Westinghouse quality is the same, whether in a great 15,000 horsepower blooming mill motor, a 75,000 kilowatt generator or little fan motors and electric irons in a million homes.

WESTINGHOUSE ELECTRIC & MANUFACTURING CO.

East Pittsburgh, Pa.



A Westinghouse Electric Fan keeps the home comfortable in hot weather for a few cents a day.



Westinghouse Electric Ware for the table provides a quick, easy and efficient way to prepare breakfast and supper.



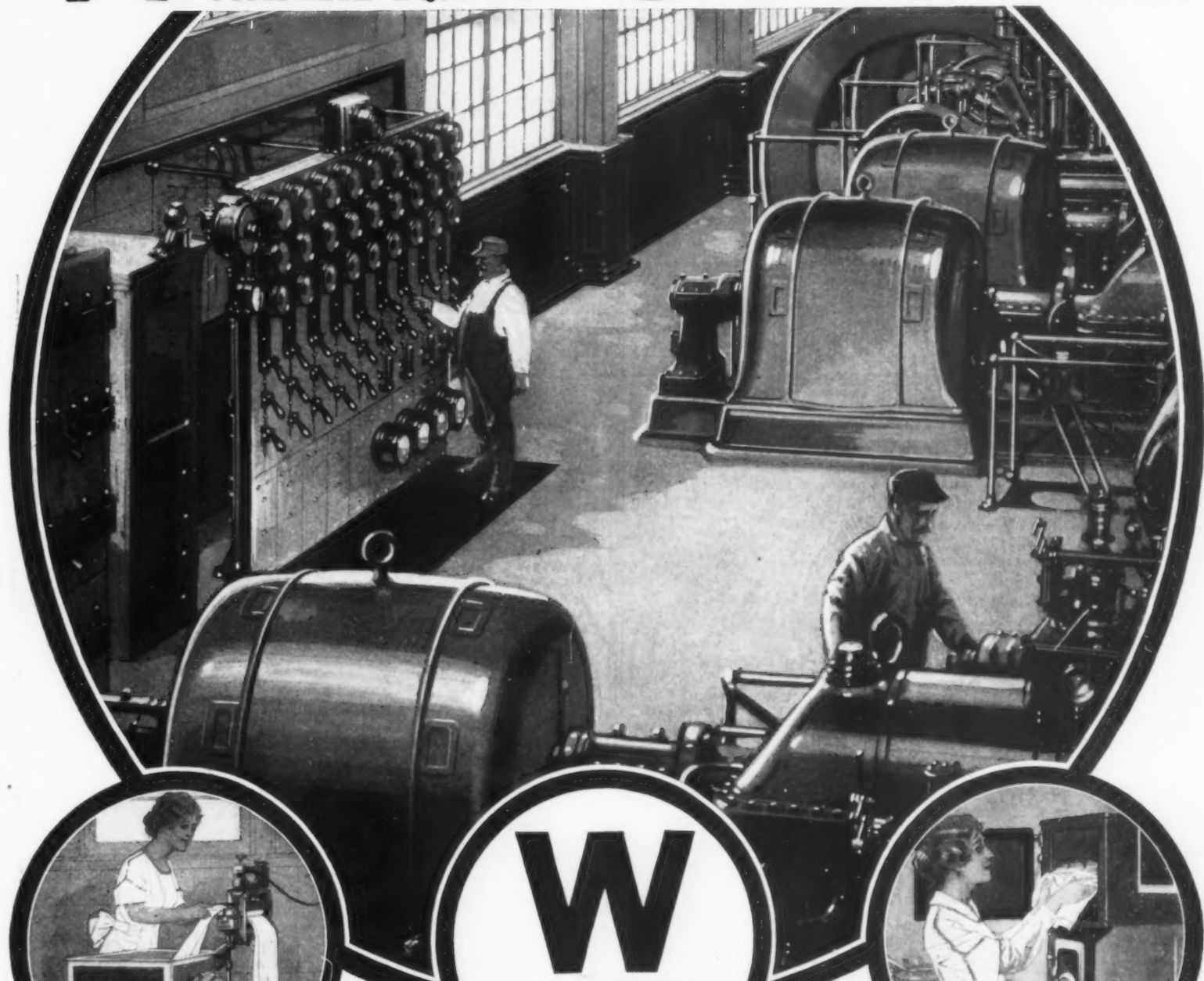
A Westinghouse Electric Iron eliminates the hot stove, saves steps and is ready any time anywhere there's a lamp-socket.



A Westinghouse Sew-Motor makes an electric machine of any ordinary sewing-machine, abolishing the toil of treading.

Westinghouse

COMPLETE EQUIPMENT FOR CENTRAL STATIONS



W

WESTINGHOUSE
ELECTRIC

An electric washing-machine, equipped with a Westinghouse Motor, saves time, labor and wear-and-tear on the clothes.

A Westinghouse Electric Milk-Warmer heats the baby's milk quickly at the touch of a switch. Can be attached wherever there's a light-socket.

With a Westinghouse Automatic Electric Range the dinner is ready to serve when you come home after an all-day absence.

An electric vacuum cleaner, driven by a Westinghouse Motor, ends tiring, unsanitary, inefficient sweeping with a broom.



An Advertisement by
THE PULLMAN COMPANY

Courtesy. In the introduction to the book of instruction for Pullman employes occurs the phrase: "The most important feature to be observed at all times is to satisfy and please passengers," and again, "the reputation of the service depends as much upon the efficiency of employes as upon the facilities provided by the Company for the comfort of its patrons."

Such personal service cannot be instantly developed; it can be achieved only through years of experience and the close personal study of the wide range of requirements of twenty-six million passengers.

To retain in the Pullman service experienced car employes of high personal qualifications, pensions are provided for the years that follow their retirement from active service, provision is afforded for sick relief assistance and increases in pay are given at regular intervals with respect to the number of years of continuous and satisfactory employment.

A further inducement in which civility and courtesy are counted of great importance, is the award of an extra month's pay each year for an unblemished record. As a result, a large percentage of Pullman conductors and porters are qualified by many years of experience to render passengers the highest type of personal service.

Don't Die BEFORE Your Time!

There is a way to prevent it. The warning signal plan used by hundreds of successful men. A plan which gives you warning when the kidneys, liver or digestive organs begin to go wrong. Write for Free Booklet. A booklet which will tell you how 98 per cent of diseases may be headed off. Every man should read it. Write now.

National Bureau of Analysis, 244 Republic Bldg., Chicago

Runs on Kerosene

Alcohol, Gasoline or Gas

A most remarkable invention. No electricity, wires or springs. 1917 Improved patented Model. Runs 8 hours for a cent on kerosene. Quiet—convenient. Brings genuine comfort and satisfaction. Ideal for the sick. A proved success. The Wonder Fan. 3 Models. 3 Sizes.
A 12-in. \$18.50, Alcohol or Gas only (Gas \$1.50 ex)
B 16-in. \$18.50, Alcohol or Gas only (Gas \$1.50 ex)
C 21-in. \$22.50, Any Burner (Gasoline \$2.50 ex)
F. O. B. Chicago. Cash with order only.

KEEP COOL
TANK BREEZE MOTOR. 367 W. Monroe Street, Chicago, Ill.



LISTERINE
The Safe Antiseptic

Prevents infection of cuts and wounds. It is also a refreshing toilet lotion for use after shaving.

MEN WHO ARE MAKING AMERICA

(Continued from page 776)

his firm had become one of the foremost in New England. But again he was called upon to undertake a highly responsible task. The directors of the Shawmut National Bank were not blind to the unnerving financial undercurrents, and they were anxious to have at the head of their institution a man of the very first calibre.

In May Colonel Gaston was installed as president. Almost before he had time to find his bearings the storm broke. No veteran, however, could have met the issue with greater effect. The way to handle thistles is to grasp them firmly. The way to allay financial fear is to betray no sign of nervousness, but to pay out currency with the utmost possible liberality, for the depositor who learns he can have his money for the asking usually decides not to bother to ask for it. Under Colonel Gaston's presidency, the Shawmut has gained immensely both in prestige and power.

Under the spur of patriotism we are all turning farmers. Colonel Gaston is a farmer of many years' standing, a real farmer, one who actually grows crops and markets large numbers of hogs and cattle. Even the horny-fisted sons of the soil recognize him as one of their kind and have elected him President of the Worcester County Agricultural Society, his farm being situated at Barre.

Labor has paid tribute to Colonel Gaston by selecting him as arbiter of more than one dispute. His exemplary dealings with traction employes have not been forgotten—a vacation camp for Elevated men was opened years ago in New Hampshire. Few men are in more demand as trustees of estates than Mr. Gaston, since he combines with integrity the more rare qualities of foresight, mature business experience and sound financial judgment. He has held and still holds various important directorships, while for three years, 1901-2-3, he was a Colonel on the staff of Governor Russell.

Long before the United States woke up to its provincialism in the matter of international commerce, Mr. Gaston realized the need for enlarging the vision and broadening the training of American youths. One of the little things he did in this direction was to enable the Boston High School of Commerce to send two boys, selected for merit, to South or Central America each year to study conditions and opportunities there, a movement which was continued. His interest in young men was also manifested by his successful raising of \$500,000 for the Y. M. C. A., to which and to other worthy purposes he is a regular but unostentatious contributor. He has been active in stimulating thrift and saving among the people, has encouraged military training among the boys and youth of America and has extended his active support, also, to animals, having been a lifelong factor in the Society for the Prevention of Cruelty to Animals.

His Alma Mater conferred upon him the coveted honor of election as a member of its Board of Trustees when he was only forty-six years of age—he was born at Roxbury on May 1, 1859.

The charge is sometimes made that New England has not kept pace with some other sections of the country and that her business men are over-conservative. Colonel Gaston is not to be so classified. He is of the new school rather than of the old school of financiers. Both in his official position as head of the great Shawmut Bank and as an individual he has striven energetically and enthusiastically to stimulate the development of Boston and New England enterprise in every legitimate direction. He is a man who does things.

EDITOR'S NOTE:—Next week, in the forty-ninth article of his series, Mr. Forbes will give LESLIE'S readers the story of General George W. Goethals, who built the Panama Canal and now is playing an active part in the war against Germany.

GREAT BEAR SPRING WATER
(50c the case of 6 glass stoppered bottles—Advt.)



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150 diverting miles between New York and Albany enjoyed from the luxurious steamers of the Hudson River Day Line:

Washington Irving Hendrick Hudson
Robert Fulton Albany

Attractive One Day Outings

To Poughkeepsie, Newburgh, West Point, Bear Mountain and points of historical interest and scenic beauty.

Restaurant-Music-Lunch Room

Daily except Sunday. All through rail tickets between New York and Albany accepted.

Send 4 cents for illustrated literature

HUDSON RIVER DAY LINE
Desbrosses Street Pier, New York

Travel The Water Way

Railroad tickets are honored for transportation on all D&C line steamers without extra charge.

Daily service between Detroit and Buffalo; also between Detroit and Cleveland, and between Toledo and Put-in-Bay. Four trips weekly between Toledo, Detroit, Mackinac Island and Lake Huron way ports.

Send 2c stamp for illustrated pamphlet and Great Lakes Map. Address: L. G. Lewis, 12 Third Street, Detroit, Mich.

Detroit & Cleveland Navigation Company

Phillip H. McMillan, Pres.
A. A. Shantz, Vice-Pres. & Gen. Mgr.



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Close to theatres and shops.

The Cascades, Italian sunken gardens. Special features.

Afternoon tea - Orchestra

Dancing



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to 12 NATIONAL PARKS and 32 NATIONAL MONUMENTS
Cool, scenic COLORADO is the ideal summer playground of the nation. 48 mountains over 14,000 feet above sea level. Plan your trip to visit Rocky Mountain National Park (Estes) and Denver's New Mountain Parks, the most wonderful Mountain Scenery in the world. No toll roads or entrance charges. 38 other short scenic trips by Rail, Auto and Trolley. 14 one day trips. Low rates on all railroads to Denver.

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that tell where to go, what to see, and what it costs to enjoy a vacation in cool, sunny Colorado.

THE DENVER TOURIST BUREAU
630 17th Street, Denver, Colo.

COME UP TO COLORADO



"The Comfortable Way To Travel"



Largest and most luxurious river steamers in the world

Daily Service
NEW YORK—ALBANY—TROY

The ideal route to the Adirondacks and Lake Champlain

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LEPAGE'S
GLUE HANDY BOTTLES
FOR EMERGENCIES 10c



FAR FROM THE MADDING THROG
Banff Springs Hotel, at Banff, in Rocky Mountain National Park, Canada, has perhaps the most sublime setting to be found anywhere on the American continent.

CANADA'S NATIONAL RECREATION GROUNDS

THE United States is very proud of its fourteen national parks and has a right to be. But we must not forget our nearest neighbor, our ally across the border, separated from us by only an imaginary boundary line, but joined to us by every tie of right and justice, truly our sister nation. Canada, looking wisely into the future, has, like the United States, set aside several vast tracts as national parks, where the encroachments of man will be held in check by government supervision. Canada's system is far greater in the total number of square miles covered than that of the United States. Only one of her reservations, Jasper Park, in Alberta, is larger than our Yellowstone.

While the Dominion's public domains cannot boast as many natural phenomena as the parks of this country, yet for magnificence of scenery, rugged grandeur and sublimity of mountain peaks, they are nowhere excelled. They are in a more primitive state than our parks, but even in the stress of war, Canada is not forgetting to develop her natural resources. It is only a question of a few years when its recreation grounds will be thoroughly equipped to care for the comfort of the traveler and tourist.

Two of the Dominion parks duplicate in name two of those in the United States—Glacier and Rocky Mountain Parks. Our neighbor's Glacier Park, however, is not, as one might suppose, a continuation of ours across the boundary. Its 468 square miles are located in the Province of British Columbia, and the park is famous for its Asulkan Glacier and rugged Asulkan Pass, 7,700 feet above sea level. Here, on the north slope of Mt. Cheops, are the wonderful Nakimu Ice Caves, which the geologists tell us were 38,000 years in the making. Reliable guides are always available to pilot interested tourists through the weird caverns and over the turbulent, roaring subterranean river. Rocky Mountain Park of Canada, 1800 square miles in extent, in Alberta, is possibly better known as Banff Park. No other park in Canada offers such complete accommodations for the tourist amid such sublime surroundings as can be found at Banff. The principal hotel is located high on a bluff at the junction of two picturesque streams, the Bow and Spray Rivers, which, a few miles from the hotel, in full view on a clear day, form a beautiful mountain lake. Towering snow-crowned peaks abound on every side, and afford splendid Alpine climbing. At Banff the Canadian Government has established a great animal preserve and an observatory. Though one is in a wilderness, near to nature's heart, he will find at Banff everything he needs for pleasure, comfort and convenience that can be found in the heart of civilization, with hot and cold sulphur pools for bathing, splendid auto roads, golf courses and tennis courts.

The largest Canadian reservation is Jasper Park in Alberta, which meets Mt. Robson Park in British Columbia at the Great Divide. It covers 4,400 square miles of the wildest scenery. Visitors are accommodated in its famous "tent city." In addition to its wonderful mountain scenery, it offers the Malign River, which, through the ages, has slashed its way through the solid rock, converting it into curious formations. Bridge platforms in many places allow the visitor to stand above the surging waters.

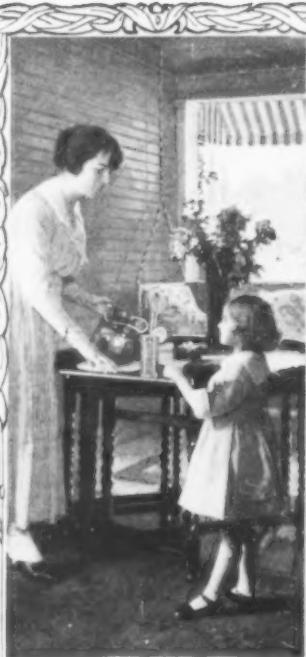
Yoho Valley Park in British Columbia, covering a mountain area of 560 square miles, is famous for its cataracts and glaciers. For miles the Yoho River roars through a rocky canyon; the Takakkaw Cascade, its source in Daly Glacier, in three falls totals a drop of 1,100 feet. The only other waterfalls in the world exceeding this are Yosemite, in three falls also, 2,462 feet, and Grand Falls of Labrador, 2,000 feet. Twin Falls, Yoho Glacier, Natural Bridge and Snow-Peak Avenue, a beautiful spruce-bordered way with mountain peaks at either end, are added attractive features of this reservation. Yoho Valley, romantic even to its name, is a picture of scenic grandeur, framed in mountain peaks, the most famous of which are Wapta, Field and Burgess.

At Buffalo Park, next to the smallest in Canada, about 125 miles from Edmonton, is found the largest herd of buffalo in the world, the nucleus of which was obtained from our own Flathead plains of Montana. Through the fostering care of the Canadian Government this great herd has multiplied until now the visitor to Buffalo Park can see the animals roaming the plains in almost as great numbers as once were seen on the American prairies.

Waterton Park, which is really a continuation of our Glacier Park, reached from McCleod in Alberta; Algonquin Park, near the boundary in Ontario, and Laurentides Park in Quebec, are all famous as fishing and hunting grounds. The "baby" park of Canada, Revelstoke, high on the westward slope of the Selkirk, promises to lure principally sportsmen and nature lovers.

While accommodations at most of these parks are not equal to those generally found in the American parks, yet the tourist need never let this interfere with his desire to see these wonderlands, for competent guides and complete camping equipment can always be procured, happily at figures which can be met by the average traveler, and every park is readily accessible by rail.

EDITOR'S NOTE—This department will give specific information to LESLIE's readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.



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FOREIGN TRADE NEEDS AID

BY W. E. AUGHINBAUGH

IF we wish to retain the foreign trade which the present war has in a great measure forced upon us, we must build an impregnable first line of defense. The world's trade after this war is over will go to the nation having the broad vision to entrench itself properly against the highly centralized competition bound to follow the signing of the treaty of peace. Without intelligent constructive legislation on the part of the government our business men will find themselves hopelessly handicapped and unable to retain the profitable overseas markets which have been for three years automatically opened to them.

A step in the right direction as far as the government is concerned is the favorable report by the Senate Committee on the Webb Bill, which permits our exporters to form and use co-operative associations or combinations for the purpose of controlling foreign trade. This bill was passed by the House of Representatives last year, but no action was taken by the Senate for the alleged reason that it might allow manufacturers to use similar combinations in the home market.

To-day the bill as it stands has the unqualified approval and support of the leading trade bodies of the United States, the Chamber of Commerce of the United States, the National Foreign Trade Council, and the Federal Trade Commission. Those familiar with the methods of foreign countries in securing overseas business realize the great necessity for this bill's becoming a law.

Trade combinations such as provided for in the Webb bill existed in most European countries prior to the war and had much to do with the success of Germany, France, Belgium, Austria-Hungary and Great Britain in foreign markets. As a matter of fact there were international European trade combinations, such for instance as the one existing between firms in France, Belgium and Germany, which dominated the prices of many commodities and necessities used all over the world, and the indications are that after hostilities cease these combinations will be re-established, for they will be as vital to the interests of these lines in the future as they were in the past. In many European countries, France, Belgium and Germany, for example, all manufacturers in certain fields were allied for the purchase of supplies. One of the results of this very condition was that German concerns using American copper were able through this co-operative buying to purchase their requirements laid down in Hamburg cheaper than American plants could buy the same quality of metal delivered in Bridgeport. And as a consequence, German electrical manufacturing concerns were able to underbid American houses in this industry throughout the world. In all the leading lines of export trade throughout Europe, co-operative buying and co-operative selling worked havoc with American overseas business, and in most instances the raw materials were purchased in the United States. Or, expressed in other words, Americans provided Europeans with the necessities to keep this nation out of foreign markets and the United States Government aided the European Governments in accomplishing their purposes.

Never before in the history of this country has there been so much need of such a law as that provided for in the Webb bill, due to the economic alliances among the various European countries, the nationalizing of industries among the belligerent powers and the decidedly aggressive trade campaign inaugurated by Japan all over the world.

Norway, Sweden and Denmark have bound themselves in one combination; the Central Powers in another; the Entente Nations have formed a third group. Japan, with the wealth and power which the war has brought her, is extending her trade in all directions. England has pre-empted the entire wool supply and much of the mineral

products of her colonies, even for years after the termination of the war, and at the same time has sent trade emissaries far and wide to strengthen her commercial and banking relations with neutral nations, particular attention being paid to the great possibilities offered by Russia. Very naturally each country is intent upon reinforcing its position in former markets and in creating new ones. Behind the merchants stands the government ready to support its nationals in their enterprises. With such a uniform combination against us it becomes obvious that the passage of such a protective measure as the Webb Bill will do much to aid us in retaining the fields we have already entered and will give our manufacturers courage to attempt new ventures in markets heretofore closed to us by reason of the trade combinations extant and especially designed to prevent our even prospecting such territory. Given proper support at the hands of his government I am certain that the American exporter can hold his own against the united efforts of Europe, due primarily to the fact that we produce practically all of the raw material required for the finished articles which European factories are elaborating and selling to the world.

In this connection let me again urge the necessity for the passage of a law designed to curb or limit the selling of raw materials to competitors, for without these essentials European manufacturers will be inert. An export duty assessed for example on metals, wood, cotton, coal, and other necessities of this type, would aid materially in securing our control of foreign fields, and at the same time add to industrial activity in the United States, for the nations of the world would be obliged to look to us for the finished products made from these articles so plentiful in this country. The Allies have already provided for such a condition in anticipation of trade competition bound to develop after the war. It is obvious that legislation of this nature is urgently needed for the protection of American manufacturers.

ANSWERS TO INQUIRIES

Readers of Leslie's interested in export trade of any description are invited to ask advice or help from Mr. Aughinbaugh, who will answer all inquiries promptly by mail. This service is entirely free.

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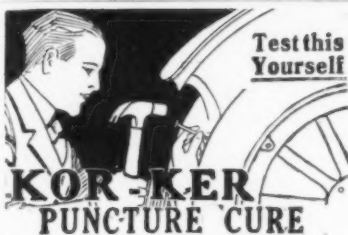
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WAR-TIME POINTERS FROM FRENCH WIVES

BY MARIAN BONSALE DAVIS

WHEN Herbert C. Hoover, selected as head of the proposed department of food administration, said the American housewife must emulate the thrift of the women of France, he touched a potent element of war strength. The French housewife, with her native talent for economy, has saved France up to the present time fully as much as have those fighting in the trenches. Good advice has been given to Americans, if they will only take it.

When the prices of everything one needs go up, it takes an inborn faculty not only to meet the situation gracefully, but to fit the pieces into a substantial success. This fitting of pieces into something charming is the heaven-born gift of the French woman, acknowledged and envied by other women the world over.

The *chapeau* that evolves from the bit of lace and the flower and the ribbon left intact from previous *chapeaux*; the girdle that emerges from renovated silk and an old buckle and a new edging to give distinction to a simple frock; the savory soup that brews from the left-overs of yesterday's *déjeuner*—these things amount to genius.

Rich women who have had many servants now have few. Expenses are cut all along the line. Simple meals and simple habits replace elaborate ones. A lady buys clothes, but for orphans and refugees, not for herself.

Poor women, who must reduce simplicity to frugality—what do they do? They make one sou buy two sous' worth by watching every centime. This, for countless women in Paris, means getting up at five o'clock in the morning to get a choice of things at the great market, Les Halles; walking long distances to go where things cost not so much as nearer home; walking instead of riding; keeping vigilant watch on the vendors' carts along the street for good values; turning plain foods into attractive dishes by a well-flavored sauce and a garnishing which costs nothing.

In the old residence quarters of Paris there are hundreds of women of aristocratic connections and moderate means who before the war had several servants and who now have none, or perhaps one. And to women of all degrees of wealth there could scarcely be a more interesting study than to see how these gentlewomen and their humble helpers give a charming touch to hard economy.

A representative household is one where the regular income has suddenly stopped, but leaving a little more than the small government allowance. The ingenuity of housekeeper and cook accomplishes wonders. In many a home, butter may now be served once a week, and perhaps with only one course. Perhaps three large strawberries must suffice for each serving at dessert, but they will be served with a grace that makes the eating of them a pretty ceremonial. If gooseberries and currants are inexpensive they will combine remarkably with other berries for a compote. Perhaps dessert will be a spoonful of jelly with a simple little cake; or perhaps dessert will give way to cheese, taking on a new attractiveness on its plate of green leaves.

Not a crumb is wasted. At home in the United States, though we American women have a worldwide reputation for extravagance, we have of late years learned a great deal of our own selves about making cheap cuts of meat tender and delicious, and utilizing scraps.

We could learn much more from France. The cheap cut of meat which has had to be boiled is served with a piquante sauce or gravy and the water in which vegetables have been cooked is added to the stock for soup. This is often thickened by a portion of the vegetable which has been put through a sieve or chopper. If this requires too much of the vegetable, grated potato is sometimes

(Continued on page 784)

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Illustration from *The House Beautiful* for July

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WAR-TIME POINTERS FROM FRENCH WIVES

(Continued from page 783)

added to it. Boiled potatoes in small dice are used to amplify the dish of peas or carrots. Cauliflower is a favorite vegetable here but used alone it is expensive. French ingenuity adds to it the small diced potatoes, and covers the whole with stewed tomatoes made into a smooth sauce by thickening, an attractive dish indeed.

If the French cook allows herself the extravagance of celery, she will surely justify herself. The outside stalks will be served as a vegetable, the water in which it has cooked will increase, and at the same time flavor, the soup stock, and something of the zest of the simple salad of lettuce or chicory will be found to be the celery tops mixed with it.

The once famous salads are forced into simplicity these days, and as the summer grows late the leaves of the inexpensive and plentiful chicory are getting coarse. So the French cook uses the hearts only for salad, and cooks the heavy outer leaves as we cook spinach, after boiling putting it through the sieve or chopper, after which it is creamed or sautéed. And the next day there will be a very green, but a very delicious soup! A salad, a vegetable and a soup, out of almost nothing!

In families where a rich Hollandaise sauce used to be served with the artichokes, which can be had from the street carts for three cents apiece, a plain white sauce may suffice now if it is served hot, or a plain French dressing of vinegar or lemon juice and olive oil, if cold. An odd dish which is popular is boiled tongue served hot with a gravy garnished by small sliced sour pickles, which have cooked with it for a few minutes. A delicacy here, and listed on the menus of the favorite restaurants, is the cream that has just begun to cross the border into sour cream. It is served with fruit and over cream cheese.

Parsley is in abundance, and cheap, and the plainest dishes of boiled potatoes, or bowls of bean soup, have a gala appearance and an extra flavor when generously sprinkled with the bits of green—a finishing touch which the French cooks love to give everything before it leaves their hands.

A recipe which is known as "Canada's War Cake," which is without butter, eggs or sugar, has been adopted by the French women as it has by the English, and many loaves of it are being sent to the men at the front, as well as served at home. It would be interesting to know exactly the source of this recipe, which has become internationally popular.

It calls for 2 cups brown sugar; 2 cups hot water; 2 tablespoonfuls lard; 1 package seedless raisins cut once; 1 teaspoonful salt; 1 teaspoonful cinnamon; 1 teaspoonful cloves. The ingredients are to be boiled 5 minutes after they begin to bubble. When cold there are added 1 teaspoonful soda dissolved in 1 teaspoonful hot water; 3 cups flour. This amount is baked in two loaves 45 minutes in a slow oven. The cake ripens as does all fruit cake, and is richer in flavor if kept for a week.

It is a difficult thing for a French woman to get along without flowers, and when she cannot have them she tries to have field grasses and weeds, which take on a wonderful beauty in her arrangement. And fruit, even where there are just a few pieces of it, becomes a charming centerpiece when it rests on green leaves. And these green leaves for the table are loved, too, by the peasant woman who is keeping the fields clean and green and fertile while her men are at the front. Sometimes she picks them on her way home from the day's work where distance softens the terrific sounds of the ever-present guns. If we followed one of these old women to her kitchen we would find there something that American money could not duplicate, the low beams of the ceiling of a richness of coloring that only centuries can mellow; bits of pottery on the shelf over the open fire that only age can glaze.

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RUNNING THE WAR BY COMMISSION

(Continued from page 769)

Council of Defense and Mr. Grosvenor B. Clarkson was elected secretary of the Council. Each of the several members of the commission has organized from among the leading men of their respective callings subcommittees whose purpose it is to study out the most efficient, economical and practicable means of serving the government in their particular field, the result of their investigations being reported to the National Council of Defense.

In addition to these separate and individual lines of investigation, it has been thought wise, on account of the imperative importance of the subject, to organize a General Munitions Board, composed of certain members of the advisory council, together with representatives of the Army and Navy; the purpose of the General Munitions Board is to assume the prompt equipping and arming, with the least possible disadjustment of normal industrial conditions, of whatever forces may be called into the service of the country. The immediate efforts of this board will be directed on lines calculated to coordinate in making of purchases by the Army and Navy; to assist in the acquirement of raw material and of manufacturing facilities, and to establish precedence of orders between the departments of War and the Navy, and between the military and industrial needs of the country. It is not intended that the new board shall have authority to issue purchase orders, or to bind the government in contracts for purchases. These things will continue to be done by the Federal departments. Mr. Frank A. Scott, of Cleveland, is chairman of this board, and Mr. Chester C. Bolton is secretary.

There is a real necessity of augmenting the executive departments of the government with civilian aid. The reason for this augmentation has been aptly put by Franklin D. Roosevelt, Assistant Secretary of the Navy. "The departments were organized on a peace basis, every clerk and stenographer had a definite amount of work to do. Each man was supposed to write a certain number of letters, or do a specific amount of work within a limited period of time. Nobody particularly rushed. If work was not finished one day, it was done the next. If not this week, then the following one. Consequently our organization was not prepared to meet the vastly increased amount of work involved in preparing for the war. We have been swamped and have not time to investigate thoroughly all the necessary things involved in preparation. The commissions are appointed with the purpose of relieving the departments of this work. However, their duties are investigatory and advisory. The executive authority, the purchasing authority, the determining authority still rests as it has always done with the executive and the executive departments."

The patriotic citizens who have volunteered without pay to assist the government are doing excellent work. The transportation field under the directing hand of Mr. Willard has been thoroughly coordinated, so that the government will be able to secure the best possible mobilization of our troops. The movement of munitions and supplies has been given consideration and plans worked out for its rapid transportation. All these plans are to be submitted to, and be subject to the approval of, the executive forces.

Barnard Baruch, in charge of raw materials, has so organized the natural resources of the country as to assure the government first call upon the nation's stores of raw material. Coal, copper, brass, iron, all of the necessary raw materials have been organized for the benefit of the government. This also is subject to the decision of the executive forces.

Julius Rosenwald, the master merchant, has organized the manufacture of supplies for the government. He has secured the

cooperation of the manufacturers, so as to supply as readily as possible the clothing and equipment of our soldiers. Mr. Rosenwald announces that he is meeting with genuine support and hearty cooperation from the manufacturers.

We will need vast medical supplies and a large and efficient medical and sanitary staff to care for the health and well-being of our conscripted army. The present medical force of the United States Army and Navy is entirely inadequate for such purposes. Dr. Martin has secured the cooperation of the leading sanitary and medical minds of America, in the formation of the medical staff. Work is progressing as rapidly as possible in the upbuilding of a proper medical branch of the service. In this, Dr. Martin is cooperating with the Secretaries of War and the Navy, and his efforts are finally subjected to their determination.

The other committees which have been organized are working patriotically and earnestly within their particular fields. They are devoting every ounce of their strength, every bit of their ability to the furtherance of the country's good. These several committees are composed of men worth while. They are the real leaders of American achievement. They are neglecting their own private interests in order to serve the nation. Incidentally, they are heaping coals of fire upon the government's head, for most of these men are men who have been under fire from government departments. They are the men who have been classed as "trust magnates." The names of the real leaders of the civilian aids of the government read like a list of the board of directors of large business interests. They are devoting to the interests of the country, in time of peril, the minds that have enabled them to rise to the top of the business world.

They are, however, handicapped in their work by lack of even a delegated authority. The effectiveness of a purely advisory council is weak at best. Too much red tape is necessary, too much time is consumed in submitting plans to the departments for execution. There is too much lost motion in such an arrangement. Regardless of the fact that Secretary Baker has assured me that there is no more confusion than is necessary upon the formation of a new branch of the government, it is patent everywhere that there is conflict of authority, not adverse or critical, for the departments and commissions are working in harmony, but a real definite lack of information as to whose particular field certain investigations and authority belong, whether certain subjects shall be taken up by certain Naval Boards, certain Army Boards, the General Munitions Board, or one of the various advisory commissions or sub-commissions. A gentleman told me that he had been in Washington for twelve days with a very important matter to be taken up with the government, and had so far been unable to find out whose particular duty it was to attend to this affair.

If delegated authority were given, with executive power, to a reduced commission to manage affairs supplementary to the military organization during the period of the war, and if this commission were composed of men of executive ability, it would be possible to secure more direct control, less red tape, better correlated and associated efforts. The opinion is prevalent among the best of these men that the formation of a war commission composed of able executives who have power to act, to direct and control, would be the best step the country could take at this time. They should be given something higher than the position of advisors to the executive forces. The direct control of industrial and military operations must be in the hands of a limited number of the country's most efficient men if America is to avoid pitfalls into which warring democracies have fallen in the past.

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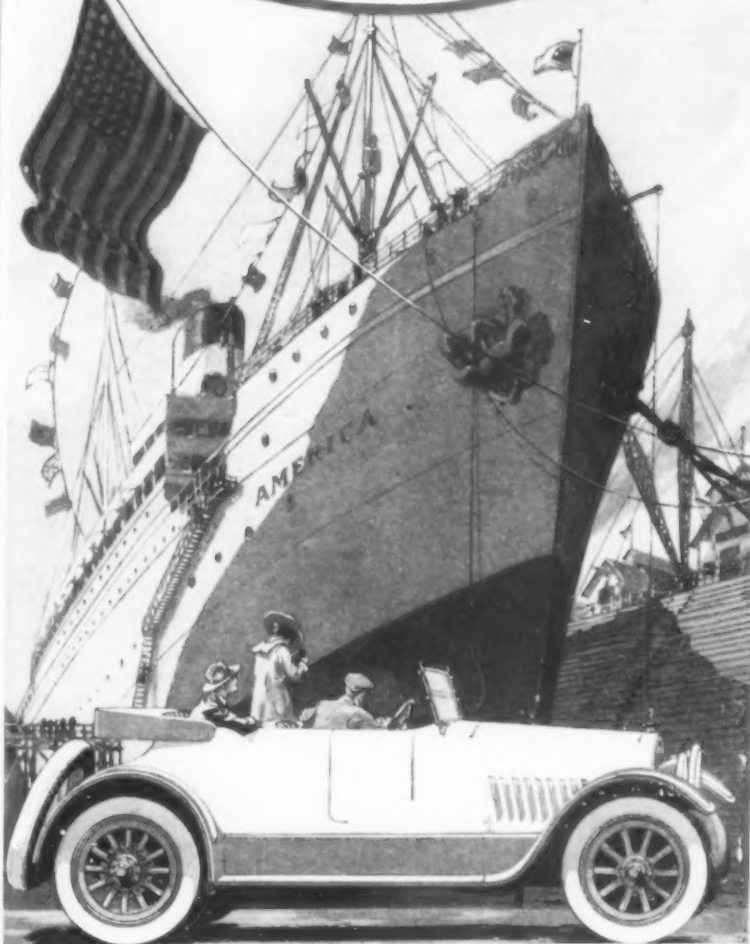
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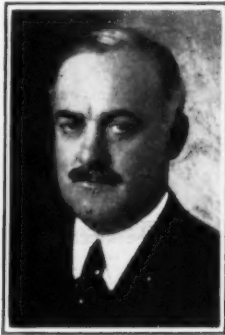
JASPER'S HINTS TO MONEY-MAKERS



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HENRY I. HARRIMAN
President of the New England Power Company, who was recently elected by a unanimous vote as president of the Boston Chamber of Commerce. Mr. Harriman is officially connected with numerous important business enterprises.



R. G. HUTCHINS, JR.
Senior vice-president of the National Bank of Commerce in New York, who heads a commission which has been sent to Russia with the object of forming new financial connections between the United States and the great new republic.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers to inquiries on financial questions and, in emergencies, to answer by telegraph. Preferred subscribers must remit directly to the office of LESLIE'S in New York, and not through any subscription agency. No charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

WE are an emotional people. We are scared easily but we fight at the toss of the hat and we are not too proud to fight.

Everybody now admits that the declaration of war with Germany caused widespread apprehension as to the future of business. A slump in many lines followed. The stock market felt it. There was a halt, then a decline and this was followed as usual by a state of hesitation.

But as soon as the scare was over, the public began to comprehend that the declaration of war foreshadowed enormous requirements for supplies of every kind and a more urgent demand than ever for the products of our farms and mines.

Renewed prosperity was foreseen and sellers of stock began to buy what they had sold. The wide-awake ones who, following the golden rule of the successful investor, had bought when every one was in a hurry to sell, found a good profit to their account.

Some have taken this profit. Others are still holding on in the belief that it is only necessary to be assured of normal crops this summer to make things hum in Wall Street.

B., Mt. Carroll, Ill.: I regard the stock of the National Shipbuilding Co. of Seattle as highly speculative.

A., San Diego, Calif.: Mo. Pac. common seems like a fair long-pull speculation. The increased earnings make the outlook for pfd. very good.

C., New Haven, Conn.: As a highly speculative cheap Curb stock Success is unattractive. Dividends were suspended because production fell off.

R., Houston, Texas: National bank stocks are well regarded, especially in growing cities of the South, like Houston. The balance sheet you submit is fairly good. Don't put all your eggs in one basket.

G., Chicago, Ill.: I do not by any means consider an investment of \$5000 in Commonwealth Finance Corporation's stock a safe thing. The company has only lately begun operations, and its future is far from being assured.

H., St. Louis, Mo.: Stock of any new oil company just beginning to pay dividends is highly speculative. The Henderson Farm Oil Company may prove a success, but that is not certain. The stocks of established and seasoned dividend-paying oil companies are preferable.

J., West Point, Ga.: Although Pittsburgh Coal Co.'s condition has much improved, its two classes of stocks make only moderate returns. There are better speculations and investments. Republic Iron & Steel, So. Pac. and Bethlehem Steel A are attractive, if secured on reactions.

M., McKeesport, Pa.: Kerr Lake, though paying \$1 per year, is selling below its par of \$5, because the mine is exhausting its ore reserves. An expected dividend on Marconi has not been

declared and the stock is a long-pull speculation. Calumet & Jerome is only a good prospect.

S., New York: (1) Mo. Pac. 4's are regarded as attractive. The road is now making fine progress. (2) Were all the favorable things said about Submarine Boat by brokers true, the stock would be a good purchase around 30. The statements are not confirmed and the stock continues speculative.

S., Brooklyn, N.Y.: Considerable liquidation in Sinclair Refining by those who had a good profit has been going on, but the company's reports are favorable. If the railroads are granted a fair freight rate advance, all the railroad stocks will be benefited. I would not sell Sinclair or Ontario & Western at a loss.

Z., De Pere, Wis.: (1) A business man might invest \$1,000 in Midvale or Maxwell Motor, especially after recessions. Maxwell first pfd. is safer than the common, though not yielding so high a return. (2) The pfd. stocks of leading industrial corporations are among the best purchases—for instance, American Sugar, American Smelting, Corn Products, American Woolen and U. S. Steel.

McK., Indian Orchard, Mass.: Southern Oil & Transportation Corp. controls an extensive territory in the Tampico (Mexico) oil region and has shipyards at Newburgh, N.Y. It is claimed that the company is producing considerable oil and has contracts for building tank steamships. As it was organized late in 1916, it has not had time to demonstrate earning capacity. Too speculative.

L., Edgewater, N.J.: Reports persist that Brooklyn Rapid Transit's dividend will be cut. Besides the adverse conditions you mention, the road's new construction is liable to be operated at a loss for some time. The company's officials have not admitted that they will reduce dividends. The new subways must in time be profitable. The stock may have discounted the future. Note that the usual quarterly dividend was lately declared.

H., Shippensburg, Pa.: Anglo-French 5 per cents. and City of Paris 6 per cents. are undoubtedly safe. The French government loan has been made more reliable by the lending of American credit to France. The safest bond of course is our own Liberty Loan. First farm mortgages or first mortgage real estate bonds are also good. Pfd. stocks of the leading railroads and industrial corporations are among the most attractive investments.

H., Pittsburgh, Pa.: (1) The Woman's Federal Oil Company is said to have property which yields a moderate amount of oil. At least one or two dividends have been paid, but the stock is still too speculative to recommend to careful investors. (2) The Crow-Elkhart Co. has been in business 8 years. Last year, according to its president, it made a little money. Advancing cost of materials this year greatly cut down profits. I do not consider it a good purchase. (3) Careful investors find safety in the purchase of dividend-paying securities listed on the exchanges, for which there is always a ready market in case one needs his money. It would be difficult to sell the securities you mention. Prudent investors avoid them.

T. S., Concord, N.H.: Your charge that I have shown "prejudice" against Emerson Motors stock and have "advised against it unfairly" hardly requires an answer, now that the company has been forced into bankruptcy and its promoters indicted for alleged fraud. The receiver states that he can find only small assets. Apparently purchasers of the stock will suffer loss of all they have invested in it. It is a pity that the glittering advertisements issued by the accused persons were swallowed whole, while exposures of the company by the Tribune and the Associated Advertising Clubs of the World went unheeded. It would have saved many persons money they could ill spare, had they also had a "prejudice" against Emerson Motors. Even if reorganized, as proposed, the company will have a hard fight in an extremely competitive field.

H., Kewanee, Ill.: (1) Avoid the low-priced

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Utilities organized, financed and managed by this house serve upwards of 327 communities with 1,923,000 population.

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War conditions and the demand for increased food production have made the American farmer a dominant factor in the world's affairs.

Agricultural products of every character now, and will for several years to come, command the highest prices in the history of our country.

Southern farm lands are assured not only stability in value, but still further enhancement because of their increased revenue through high prices, ready market and diversification of crops.

First Mortgage Farm Loans handled by us in Louisiana, Texas and Mississippi represent conservative and carefully selected investments, made with our own funds only after examination and appraisal by our own salaried inspectors.

They are absolute first mortgage on improved and productive farms worth at least double the loan, having ample competent labor, excellent transportation facilities, and proximity to ready markets.

We deliver all original loan papers to purchasers; collect principal and interest when due and remit to buyers in New York Exchange; and attend to payment of taxes and renewals of insurance, without expense to our clients.

An investment in these 5½% and 6% mortgages presents every element of security, and is likewise a patriotic act in enabling the farmers to increase food production.

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NEW ORLEANS

6%

6%

motor stocks. They are all decidedly speculative. Such motor stocks as White, Willys Overland, General and Maxwell are attractive on any sharp reaction. The same is true of the leading coppers, including Anaconda, Kennecott, Chino, Miami and Utah. (2) Market conditions often cause advances and recessions in oil, as in other stocks, without change in intrinsic values. Specialists in these stocks advise purchase of the best ones on reactions. Among the issues that might be bought with promise of good future results are S. O. of N. J., Ohio Oil, Galena Signal, Ill. Pipe Line, Vacuum Oil, Midwest Refining, and Prairie Pipe Line. All these, except S. O. of N. J., are making good yields on market prices and the immense surplus of S. O. of N. J. warrants a large extra disbursement at some time.

S. Cairo, Ill. All the stocks in your list are business men's investments. They all are dividend payers. On the basis of yield the best selections are: Intl. Nickel, paying \$6 a year, or nearly 15 per cent. on market price; General Motor com., paying 12 per cent. on par (\$25), or over 11 per cent. on quoted price; Kennecott Copper, paying \$6, or about 12 per cent. on price, and American Woolen, a 5 per cent. stock, paying about 9 per cent. on price. Va. Car. Chemical com., a 3 per cent. stock, yields nearly 7 per cent.; Sinclair Oil, a 5 per cent., yields nearly 9 per cent.; White Motor, returning 4 per cent., yields nearly 9 per cent. and American Car & Foundry, with a 4 per cent. dividend, yields over 5 per cent. The pfd. stocks of Intl. Nickel, American Woolen, Va. Car. Chemical, American Car & Foundry and General Motor, though yielding smaller returns, are safer. Big dividends mean a speculative risk. Remember this always.

New York, June 14, 1917.

JASPER.

FREE BOOKLETS FOR INVESTORS

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

E. F. Coombs & Co., the \$100 bond house, Equitable Bldg., New York, will sell U. S. Government or other \$100 bonds outright or on the small payment plan, and invite correspondence from investors. Write for free booklet.

"Book of Bonds" issued by the First National Bank, Milwaukee, Wis., gives one of the most complete lists of municipal and public utility bonds. The bonds are in denominations of \$100, \$500 and \$1,000 and yield 4 to 6 per cent. The list may be obtained by writing to the bank's bond department for Book A.

To be able to estimate the effect of events on business, one should be in the mailing list of "The Bache Review," the widely known financial weekly. Copies of this publication will be sent free to any address on application to J. S. Bache & Co., members of N. Y. Stock Exchange, 42 Broadway, New York.

Nobody has lost a dollar through buying bonds of the New First National Bank, Dept. 5, Columbus, Ohio. The bank deals in bonds eligible as security for postal savings deposits, exempt from income tax and yielding 4 to 5½ per cent. A free booklet, "Bonds of Our Country," will be sent by the bank to any address.

The speculator or investor will be greatly helped to protect himself against loss as well as to forecast opportunities for profit if he will study the fundamental statistics furnished by the Babson Statistical Organization, Dept. L-48, Statistical Block, Wellesley Hills, Mass. Free particulars will be sent to anyone interested.

There are no baby bonds safer than the Liberty Loan \$100 issues, and after the war they will show a profit to the holder. They may be bought by investors on the partial payment plan from the well-known house of John Muir & Co., specialists in odd lots and members of N. Y. Stock Exchange, 61 Broadway, New York. For details communicate with Muir & Co.

The largely increased business, the phenomenal earnings and the big surpluses of many steel and war supply companies have made their stocks attractive. One can more intelligently select for purchase the securities of these organizations, if he will study the latest statistics on them, given in the "Investors' Guide," supplemented by Weekly Review, which will be sent on request by L. R. Latrobe & Co., 111 Broadway, New York.

A selection of building bonds bearing 6 per cent. interest is offered by the Tilton & Wolcott Co., Cleveland, Ohio, and 115 Broadway, New York, specialists in financing large building operations. These bonds are secured by first mortgage on high-grade properties in and around Cleveland. Prompt payment of interest and maturities is assured. For full information write to the Tilton & Wolcott Co. for their latest circular, which will be sent without charge.

Thrifty men in their younger years plan to save sufficient to avoid financial worry in their old age. With this idea in view the Salt Lake Security & Trust Co., Salt Lake City, Utah, recommends investment of savings in its 6 per cent. Secured Real Estate Certificates, providing a steady income. The certificates are based on real property and are guaranteed by this old-established company. Send for the company's free booklet and complete detailed information.

Securities whose value wartime conditions cannot affect are sought by many investors. Among such are the first mortgage serial real estate bonds offered by S. W. Straus & Co., 150 Broadway, New York, and Straus Bldg., Chicago. The bonds are secured by high-grade property in leading cities and they net 5½ to 6 per cent. For particulars, write to Straus & Co. for their booklet, "Acid Tests of Investments in War Time," and for July Investment List No. L-703.

For more than 50 years Hambleton & Co. have been building up an organization to serve their customers and to give them information and advice regarding investments. The house has many banks and insurance companies among its patrons as well as hosts of individuals. It has prepared a book, "Investing \$100 to \$10,000," which is an investment primer and well worth reading. Any investor can get a copy of it by writing to Department B., 45 Exchange Place, New York City, or 10-12 So. Calvert St., Baltimore, Md.



"Pull"—Bang—"Smash"

That's the country-wide noise of the hour! Today, out at the country clubs, instead of the old familiar "Fore" of the golfer and the "Whack" of his driver, you hear the "Pull"—Bang—"Smash" of the trapshooters—for they are the sportsmen of the hour.

There's no need to give up all sport this year. But now's your chance to get in on a sport that's timely and really vital. Hang up your golf bag this summer and get a gun—join the big army of trapshooters.

Easy to "get onto"

At the traps you always find an "old hand" glad to stand by and coach you while you shoot your first string. You will soon "get onto" the flying targets. In trapshooting you don't aim as you do in shooting at a fixed target. You just keep your eye on that little flying "bird" and your gun instinctively follows into line.

Once you fit a gunstock to your shoulder and "get onto" the flying target, you are a confirmed trapshooter. The fascination of the sport has "got" you. You will be surprised, too, at the amount of fun you can get for the money.

There is undoubtedly a club in your own neighborhood where you can start right in. But if the trapshooters in your neighborhood haven't organized yet, write to us and we will help get the club started. While you are making arrangements for a permanent club you can use a hand-trap to practice up with—inexpensive but good sport.

Starting the sport right—the gun to use

To start trapshooting right it is most important to get the right sort of gun.

To handle well, and permit quick and accurate pointing, a gun must be properly balanced. It must not be muzzle-heavy or have too much of its weight in the breech or in the stock.

The choice of those who know

On account of its safety, strength, lightness and balance, the beauty of its lines, the mechanical correctness of its design, the Winchester shotgun has been classed by critical experts "The Perfect Gun." It is the choice of trapshooters the country over. Its action is smooth and sure and its ejection positive.

The Winchester shotgun is made in both the hammer and hammerless models. The Model 12, hammerless, is made in the standard 12 and 16 gauges and also in the lighter 20 gauge—more popular with women and new shooters because of its lightness and very slight recoil. The ammunition for the 20 gauge gun costs less.

The Model 97, 12 and 16 gauge, is made for those who prefer a slide forearm repeating gun with a hammer. It is practically the same as the Model 12 but with hammer action.

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The Winchester Company is the greatest organization of small arms experts in the world. It makes a gun that cannot be duplicated by any other manufacturer.

No Winchester barrel varies one one-thousandth of an inch from a straight line, or one one-thousandth of an inch in thickness or diameter.

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We have prepared an interesting illustrated booklet on the Sport of Trapshooting. Your dealer can supply you with one, or we will send you a copy free upon request.

Find out about trapshooting at once. Go out to the club next Saturday and get started.

Winchester Repeating Arms Company
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INSURANCE HINTS

THE recent wrecking of the once strong and flourishing Pittsburgh Life & Trust Company was due to no defect of management nor to any flaw in the modern life insurance system. Had the men in charge not been overpersuaded into parting with its control, the company would have continued to prosper and the interests of its policy-holders would have been perfectly safeguarded. Had the managers more thoroughly investigated the proposition made to them, they would doubtless have rejected it. They yielded to plausible assurances that a strong syndicate of reliable men sought to buy the company. The result was the looting by adventurers of an organization which had more than \$100,000,000 of insurance in force and had ample assets and surplus to meet every obligation. It was not a professional collapse from within, but a piratical attack from without.

The chances against a repetition of the Pittsburgh blunder by another company are undoubtedly small. The men at the head of the leading companies are wide-awake and devoted to their trusts. The management and condition of the companies are all that could be desired. Undoubtedly the fate of the Pittsburgh Life & Trust will quicken the watchfulness of insurance managers everywhere. But catastrophes of the Pittsburgh sort should be made legally impossible. Legislatures all over the land have been passing various kinds of laws for hampering and taxing the insurance companies. It is strange that nobody ever suggested a law applying to a case like this. That there has been no legislation of the sort is a compliment to the heads of the great companies. It was not supposed to be necessary. But now it is evident that no sale of an insurance company should be allowed to go into effect until it has been duly scrutinized and approved by the insurance department of the state in which the company's main office is located. This is so simple an addition to existing statutes that I look to see it enacted at the earliest possible date throughout the country.

S. Eddystone, Pa.: The Commercial Casualty Insurance Company of Newark, N. J., has been in business only eight years. Its reports indicate growth.

M., Flint, Mich.: The Detroit Life Insurance Company has been in existence only seven years, and is still small, though progressing. I would prefer a stronger company.

D., Nashville, Tenn.: Insurance in a new company must necessarily be a risky procedure, whether it be an assessment or an old-line company. Nobody can foresee whether the enterprise will be a success or a failure. It is better not to gamble in life insurance. Secure a policy from some time-tried organization.

H., Little Rock, Ark.: (1) The Guaranty Fund Life Assn., of Omaha, is an assessment organization. It is favored with a moderate mortality rate. Its assessment rates are based on the regular mortality tables, so that in some respects it is on an old-line plan. (2) The best kind of a company to tie to as an agent is a long-established old-line company.

G., Denver, Colo.: Your age, your lack of dependents, and your need of a larger income than would be yielded by an ordinary safe investment, seem to make the purchase by you of an annuity most desirable. Buy it of some first-class insurance company, and your money will be thoroughly secured. For detailed information on the subject ask several of the leading companies to send you their booklets and circulars.

C., Denver, Colo.: As you are only 54 years old and are in good health, you may reasonably expect to outlive the ten-year extension period of the term policy. At the end of that period protection will cease and you will have nothing to show for your premiums. It would be better to convert your term policy into an ordinary life or a ten- or twenty-year endowment. An endowment policy is always preferable for one who can spare the premiums.

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Percy, Wheeling, W. Va.: I agree with you that an accident insurance policy is "as indispensable as a life insurance policy." But in either case the insured should choose a thoroughly responsible company. The company you name may be safe, but a longer-established one would be better. If you deal with such a company as the strong and flourishing Aetna, for instance, you can rely absolutely on fulfillment of the contract. This company is the largest in the world writing life, accident, health and liability insurance. To obtain full particulars regarding its liberal policies, write, stating your age and physical condition and the kind of insurance you want to know about, to Aetna Life Insurance Co., Drawer 1341, Hartford, Conn.

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every 500 or 1,000 miles, the effect of the improper grade
of lubricant on carbon formation, and even on the life of the
engine.

LESLIE'S MOTOR DEPARTMENT

KEEP YOUR EYE ON AUSTRIA

BY CHARLTON BATES STRAYER

WHILE events in Russia continue to be watched apprehensively by both sides, I am convinced, as was pointed out a week ago, that Austrian developments are charged with separate peace possibilities. I do not agree with that section of the press which looks upon the speech of Emperor Charles, in assembling the Reichsrath the first time since the outbreak of the war, as a mere parade of meaningless phrases. It does mean something for democracy when an autocratic Hapsburg talks about the transformation of the Dual Monarchy into a federation of states more or less autonomous. Rome dispatches say that Vatican circles regard the Emperor's speech as the most important step toward peace since the war began. Unquestionably the move represents close co-operation between Emperor and Vatican. Austria-Hungary remains the one first-class power of the world under Roman Catholic influence. At the Austrian court, the Papal Ambassador takes precedence over all others. The Pope cannot afford to lose his hold upon Austria, or to witness the disintegration of the Empire, or to see it take permanently the position of impotent vassalage to the German overlord. When Francis Joseph died, Charles succeeded to a throne which, for years, had been made stable only by the strong personality of the old Emperor. From him he inherited a thralldom to Germany in this war to which he has at no time voluntarily submitted. As a faithful child of the Church, Charles would rid himself of the Kaiser's domination and link his fortunes solely with the Vatican. The speech of the Emperor made no reference to a separate peace, though this is without doubt his chief aim. Austria which precipitated the war by its ultimatum to Serbia may be the first power to sue for peace.

The Russian Council of Workmen's and Soldiers' Delegates, which vainly imagines that it speaks for all of Russia but which is at least strong enough to inspire the Provisional Government of Russia with fear, would secure a general peace by means of a revolution in each of the belligerent countries. In its formal call for an international Socialist Congress to meet at Stockholm, July 8, "to organize a world union to consider means to end war and eliminate imperialism," the Council appealed to the Socialist proletariat of all the nations at war to withdraw their support from their respective governments and to institute the rule of the proletariat. Representatives of British, French and Belgian laborites who had been invited by the Council to come to Petrograd to discuss the conditions under which such an international gathering should be convened, resent the action of the Council in issuing a call while negotiations were still in progress.

Influential Russian Socialists were warned by Socialists from other nations against a "German peace plot" in the first Stockholm Conference. They then discovered that the German Socialists sent to this gathering were a new type who supported the German autocracy and that Socialists of the type of Liebknecht, Lebedour and Hasse, who are against absolutism, were not permitted to attend. Russian Socialists say that one of the main reasons for calling a later conference at Stockholm was to bring to a head the issue of Kaiserism versus Socialism, and to oust from the international party all German Socialists who do not subscribe to the doctrine that Kaiserism must go. England and France share with us great expectations concerning the Root mission to Russia. Our leading statesman and one of the world's foremost authorities on world politics, should Mr. Root succeed in ending the Russian tangle and in keeping Russia loyal to the Entente in the struggle for democracy, it will be one of the most potential factors for an early ending of the war.

By a vote of 453 to 55 in the Chamber of Deputies, France has clearly defined her

terms in response to the Russian demand for peace on the basis of "no annexations and no indemnities." The resolution demands that Alsace-Lorraine, which has never ceased to be French, be restored, together with liberation of the invaded portions of the country and just reparation for damages. The congress of delegates from the front in session at Petrograd adopted a resolution affirming that the restoration of France's lost provinces is not an "annexation but justice," and therefore does not run contrary to the Russian peace program of "no annexations and no indemnities." The German Socialist press is made furious by French Socialists supporting the demand that Alsace-Lorraine be returned. *Vorwärts* declares that such war aims are impossible without a decisive defeat of Germany, that "such a defeat of Germany could not be achieved within three years of war, and there is surely no certainty that it will be accomplished in another three years." A program of German annexation is being vigorously pursued by the industrial centers of the Rhine Province and Westphalia. German banking papers, however, are filled with warnings concerning Germany's economic future under such a program, realizing that Germany would pay for annexing the smallest portion of France or Belgium by losing all hope of recovering her world markets after the war.

Denial has been made by the Japanese Embassy of the sensational report from Washington that Japan had an understanding with England by which she should attack Russia, if for any reason Russia ceased to make war on Germany. In pro-Russian quarters at Washington it has been pointed out that any such communication would be deeply resented by the Petrograd Government and go far toward producing the break with Russia which the Allies have been trying hard to prevent. Nevertheless it is obvious that great pressure is being brought to bear on Russia by all the allied nations to hold that unsettled country in line. The fact remains that thus far Japan has put comparatively little energy into the war.

A WEEK OF THE WAR

(Continued from page 766)

The Italian offensive toward Trieste slowed down after long and furious fighting and Vienna began to report Austrian counter attacks and the capture of Italian prisoners. The offensive netted the Italians many prisoners and some important gains, but the cost was undoubtedly heavy.

For quite a long time no important activity was reported from any of the eastern fronts. The fraternizing between Russian and German troops seemed to have ceased, possibly as a result of the recent visit by Kerensky, the Russian War Minister, to the front. But in effect the situation along the Russian front amounted practically to an armistice, and no serious Russian effort seemed likely while the chaotic disorganization of the Russian government and army continued.

The Mesopotamian campaign lagged for somewhat the same reason. The British could not progress much farther beyond Bagdad without Russian cooperation, and this showed scant indication of becoming effective.

The Turkish government's announcement that it intended to make a determined defense of Jerusalem might have been the result of unannounced activity of the British forces in Palestine, but the coming of hot weather in this section is certain to be a serious obstacle to any serious undertaking.

The inactivity of Sarraill on the Macedonian front was probably due to the difficulty of supplying his army over long distances of submarine-infested sea.



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WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN

LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

THE WISDOM OF VON BERNSTORFF

NO better adviser to the Kaiser on the American situation could be found than Count Von Bernstorff, former ambassador from Germany to the United States. He is doing better service to the German cause on German soil today than when he furthered German intrigues in this country in his official capacity. No ward politician ever studied the spirit of his constituents more closely for his private ends than did Von Bernstorff the American people. He knows their easy and tolerant disposition, that they are slow to wrath when let alone, but susceptible to quick arousing if harassed. There is no question that the presence of this astute diplomatist in Berlin, where he can gain the Kaiser's ear, has had much to do with the formulation of the current policy of Germany toward the United States. Care has been taken to spread assurances of the absence of German submarines from American waters, while aggressive actions in other directions have been kept as far away from this country as possible. For once German diplomacy has worked with wisdom. The politico-pacifists obtain capital through this shrewd procedure, while those not intentionally pro-German play into the enemy's hands. The experience of Belgium as well as of all Europe depicts the error of attaching any importance to this provisional attitude of Germany. If she can lull America to a sense of security, it will serve her purpose. The object is to postpone preparation here. If Germany can delay offensive action by the United States, she will then be able to strike at her own chosen time. But it took the convincing logic of Von Bernstorff to dictate the policy now being pursued, and it will require astute and vigorous leadership here to checkmate it. It is in this connection that the full revelation of German intrigues in this country during Von Bernstorff's period of official service will greatly aid in enlightening the public mind as to the falseness of Germany's apparently quiescent attitude at this time.

TRYING TO EAT CAKE AND KEEP IT, TOO

CONGRESS is arranging to raise \$1,500,000,000 by taxation. The Treasury proposes to obtain an additional \$2,000,000,000 through subscription by the people to the Liberty loan. The corporations and business interests of the country will be looked to largely to pay the one and to subscribe to the other. At the same time collateral departments of the Government are engaged in devising methods to cut down profits. These combined measures represent efforts that cannot work harmoniously together to a successful issue. The amount to be obtained by direct taxation is greater than ever raised by the Government in any single year in the past from all sources of revenue. Already the great industrial and manufacturing concerns have bought \$1,000,000,000 worth of war bonds, or half of the proposed issue. If they are to forego profits a cessation in the impetus to war production will follow. It becomes evident that Congress, the heads of departments and the committees of the Council of National Defense are working at cross purposes. At the present moment all branches of industry need stimulating to the utmost. The expectation of profits is the natural and impelling incentive. This will build up the industries to a taxable basis. Employment will be provided for all, the money spent for war purposes will secure wide dissemination, the prosperity of the Nation will be established, and the Government will have dependable sources of revenue not only for the present but for future requirements. It is certain that a policy of industrial stimulation will be adopted eventually. It is that

which made Germany powerful in peace, and is the strength of that nation today in war. The early adoption of a similar policy here, already operative in agriculture, will do for the resources expected to be obtained by manufacture what it is designed to accomplish in the production of food.

THE SUPREME COURT HELPS

NOTHING testifies more forcibly to its high national wisdom than the act of the Supreme Court in returning to the docket for re-argument the suits that have been brought for the dissolution of a number of the great corporations of the country. Manifestly this action has been taken to postpone any decisions, favorable or unfavorable, until after the war. The Supreme Court has recognized the vast services most of these companies can render to the country in the present crisis. In having this feature of the situation in mind, it reaches its highest function, which is rather that of the interpretation of the law in its relation to public policy than an arbitrary passing on technical points. The questions involved in the management and conduct of these corporations have been those of national business policy, and not such as involve moral turpitude. Whether or not the large combinations are antagonistic to the best interests of the consumer under ordinary conditions, in war they are of substantial benefit to the nation. To disorganize them now would be to weaken the military power and produce an economic disturbance in our markets. It is known that the Department of Justice has been deeply concerned lest by chance the United States Steel Corporation should be declared a monopoly, which would prevent future contracts for steel and armor plate with that corporation. Specific clauses in the naval bill forbid the entering into further contracts with any concern adjudged by the Supreme Court to be a monopoly. With the Government suit going against the Steel Corporation, this would have disrupted the entire naval program. Thus, true statesmanship has been demonstrated by the Supreme Court in holding the outcome of these suits as a matter of minor importance compared with the hampering effects which their handling at this time would have on the effective prosecution of the war.

OUR HUMAN WAR MATERIAL

REGISTRATION DAY gave its special contribution to the war resources of the country, but it would be a mistake to imagine that the nine million or more then enrolled exhausted the human material available for actual military service. Assuming that every male over fifteen years of age would shoulder a gun, there could be called into service more than 30,000,000. Of these about 12,000,000 would be unfettered by marriage, while the remaining 18,000,000 would have the additional incentive of wife and fireside to strengthen their fighting arm, and at least 160,000 divorced husbands could draw upon their memories of happier days. Frequent allusions to the patriotism of prisoners in the purchase of Liberty bonds suggest that of the more than 111,000 normally behind iron bars, enough would gladly volunteer to make several American army divisions for service in France. More than 9,000,000 single females of fifteen years of age and above furnish the material for valuable draft in many fields of aid and mercy. In 1915 alone there were more than 46,000 nurses studying in training schools, with more than twice that many actively engaged in the profession. In June, 1914, the statistics showed 26,002,153 children between the ages of five and eighteen years, of both sexes, available in many ways for war work and particularly fitted to agriculture.

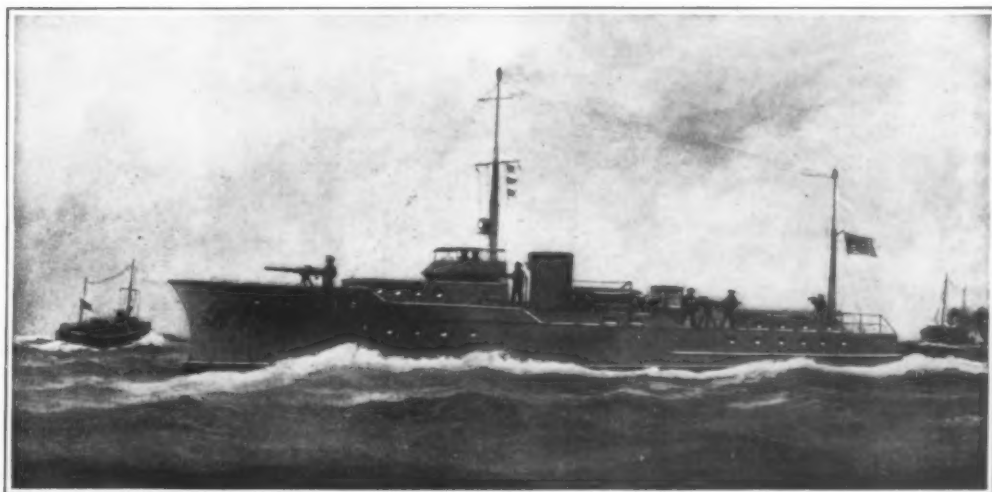
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